

Silcot
**sells
 on sight
 because...**

- * Powerful advertising brings new customers
- * Top quality brings repeat sales
- * Customers buy a good product when they see it

* Meet the demand
 for **QUALITY**
 with
SILCOT

Silcot
 LUXURY SANTOWELS

Macdonald & Son, Portland Mill, Ashton-under-Lyne



C&D

CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
 and all sections of the drug, pharmaceutical,
 fine chemical, cosmetics, and allied industries

*Official organ of the Pharmaceutical Society of Ireland
 and of the Pharmaceutical Society of Northern Ireland*

Volume 187

June 24, 1967

No. 4558

CONTENTS

Allergy to House Dust	595
A New Wholesale Depôt at Gateshead ...	582
Expansion at Ashington Hospital ...	580
Leading Articles:—	
Under-insurance to be Penalised ...	589
Not Much Longer at The Green Light	589
National Pharmaceutical Union ...	595
"Open Day" at a Worthing Plant ...	583
"Open Shop"	590
Pesticides and Weed-killers	593
Pharmaceutical Society of Ireland ...	591
Pharmacy Seminar at Beirut	594
Topical Reflections	579
U.K. Chemical Exports	595
"Very Much an International House" ...	581

SHOPFITTING AND DISPLAY SUPPLEMENT

Contents on p. 1 of loose insert.

Any Business Questions? 590	New Products and Packs 586
Business Changes ... 585	Patents ... 597
Coming Events ... 597	Personalities ... 585
Commercial Television ... 598	Prescribers' Press ... 598
Company News ... 585	Print and Publicity ... 597
Contemporary Themes ... 598	Shopfitting Notes ... 587
Correspondence ... 588	Trade Marks ... 597
Deaths ... 585	Trade Notes ... 586
Information Wanted ... 586	Trade Report ... 596
In Parliament ... 584	World Trade ... 598
Manufacturers' Activities 581	100 Years Ago ... 592

Index to Advertisers p. 6 Classified Advertisements, p. 31

PUBLISHED BY

MORGAN BROTHERS (PUBLISHERS), LTD.,
 at 28 Essex Street, Strand, London, W.C.2

Telephone: 01-353 6565

GLASGOW: 8 Merrylee Road, Newlands, S.3. Phone: Merrylee 6356.
 LEEDS, 16: 32 Wynford Rise, West Park. Phone: Leeds 67 8438.

ANNUAL SUBSCRIPTION

which includes The Chemist and Druggist Diary and Year
 Book, £4 5s. Single copies 1s. 3d. each (postage 8d.).



MEMBER OF THE AUDIT BUREAU OF CIRCULATIONS

© MORGAN-GRAMPIAN, LTD., 1967



This Elida girl worked out how much she'd save...



...if the Sunsilk money-back offer lasted forever. We hate to tell her. But the Sunsilk offer won't last forever. Stocks will sell far too fast for that. Still, while they hold out she can have a ball. While stocks last, every bottle of Sunsilk Shampoo carries a special token which entitles her to 2/- back when she buys Sunsilk Hair Spray. She gets money back. You sell not one but **two** products. And you get your full margin. Cheers.

P.S. Special Sunsilk Offer stock is available for order during June and July. Make sure you ask for plenty.

ELIDA

Paris • Vienna • London
make Sunsilk Shampoo; Sunsilk Hair Spray; Harmony, Melody and Sea Witch
Hair Calours; Pin-Up and Twink Home Perms; and new Shine Conditioner



C&D

CHEMIST AND DRUGGIST

Volume 187

JUNE 24, 1967

No. 4558

More "Held" Prices Go

COURT REJECTS EXEMPTION BIDS

THE Restrictive Practices Court on June 16 refused to exempt the following classes of goods from the general ban on resale price maintenance imposed by the Resale Prices Act 1964:—

GOODS	BRUSSELS NOMEN- CLATURE
Articles of artificial resins and plastic materials, miscellaneous medical and surgical goods, eye shades ...	39-07
Enema syringes ...	40.12
Medical or surgical nipple shields of glass ...	70-17
Vaginal douches of enamelled iron ...	73-38
Medical or surgical atomisers ...	90-18
Medical or surgical appliances, the following:—	
Arm slings, suspensory bandages, trusses ...	90-19
Clinical thermometers ...	90-23
Surgical belts, brassieres and appliances ...	61-09

Preliminary directions were given in the following references under the Act:—Toilet-rolls and paper tissues and handkerchiefs: household polishes and cleaners: hygienic articles for infants—feeding bottles, napkins, and teething rings: manicure, cosmetic and toilet requisites.

MEDICINES APPLICATION POSTPONED

The preliminary application for directions on classification of pharmaceutical products, which was to have been heard by the Restrictive Practices Court, on June 16, has been deferred until July 21. Pharmaceutical products were referred to the court under five headings by the Registrar of Restrictive Practices on January 13 and the date for the preliminary application set for April 28. That hearing was put off to allow the interested parties to discuss the matter with the Registrar. The Proprietary Articles Trade Association is anxious to have the two classes of goods "specialities" and "over-the-counter products" included under one reference as it believes them to be complementary when stating the case for resale price maintenance being in the public interest. The Association is also applying for inhalers, which have been classified separately, to be included in the medicaments reference.

Low-priced Cameras

AN ASSESSMENT BY "WHICH?"

CAMERAS costing less than £10 10s. are the subject of a report in the June

issue of *Which?*, published by Consumers' Association. Nineteen such cameras available when the tests were started have been classified as "very simple" (a single setting or none); "simple with more control" (needing focusing) and "with full controls" (needing to be focused and having at least five apertures and three shutter speeds). A table for each group lists the features of each camera and gives symbols indicating ease of use and quality in long-shot and close-up pictures. Each camera was used to photograph in colour a view with some foreground detail; an outdoor portrait at the closest focusing distance; and a flash portrait indoors. Test charts were used in taking the pictures and the results were compared with the results of using two cameras costing over £100 each. In spite of some distortion and comparative lack of sharpness, "many gave results which were not easy to distinguish from those we got with the two expensive cameras." Some faults that occurred during the tests, and in an endurance test in which a film was put through the camera fifty times, were described as "sample" faults. Cameras chosen as offering value for money in the "very simple" class were the Ilford Pixie; Kodak Instamatic 25 and at a more expensive level, the Instamatic 204. The simple cameras with more control were not considered of such good value as the best in other groups. All four cameras with full controls were mentioned: Boots' Beirette II; Pentona II; Lubitel twin lens and ("cheaper but not quite so good") Cosmic.

Decimal Currency

DEMAND FOR BILL TO BE WITHDRAWN

THE board of management of the National Chamber of Trade has reaffirmed its belief that the 10s.-cent system of decimal currency offers greater overall advantage than the £-new-penny unit advocated by the Government. The board believes the Government's plan will lead to inflation. In view of divided opinion within the Halsbury Committee, and the "absence of any realistic case" put for-

ward for adopting the £ unit as major unit of currency, the board has asked for the Bill now before Parliament to be withdrawn. There is still time, the Chamber holds, to halt the introduction of a system "against which the majority of responsible thought is aligned."

Chemists' Retail Sales

BOARD OF TRADE STATISTICS

THE index of retail sales by chemists and photographic dealers in April was 112 (average monthly sales in 1961=100), a decrease of 1 per cent. compared with the same period a year earlier. Figures recently issued by the Board of Trade show:—

Independent retailers	106 (−2 per cent.)
Multiple retailers	122 (+2 per cent.)
Co-operative societies	104 (−6 per cent.)

The figures do not allow for receipts under the National Health Service.

Teratogenicity

NO INFALLIBLE TEST YET

NO method of preliminary drug screening in animals can at present provide absolute assurance against the occurrence of a teratological reaction in human pregnancy, says a committee set up by the World Health Organisation to study the principles of teratogenicity testing. The committee's report (W.H.O. technical report series no. 364, H.M.



A VISIT FROM THE COMPANY'S VICE-PRESIDENT: Dr. L. Roehm (vice-president and general manager, Merck Chemical Division, Rahway, New Jersey, U.S.A.) pictured with Messrs. John H. Fingerhut and C. D. Buzza (Merck Sharp & Dohme, Ltd., Hoddesdon, Herts.) during a visit whilst Dr. Roehm was on holiday in this country.

Stationery Office, price 3s. 6d.) suggests, however, that care in the choice of test species, time of testing and effective dosage levels, could greatly reduce the risk, and that teratological studies in primates should occupy a prominent place in research efforts. Drugs should be kept under close surveillance for several years after their introduction and the medical profession should be informed of the risks presented by drugs, in spite of their clearance through approved screening methods. In women in whom the possibility of pregnancy cannot be excluded, the balance between therapeutic benefit and teratogenic risk of a drug should be carefully assessed, says the report.

Narcotics

REVISED 1967 REQUIREMENTS

THE list of estimated United Kingdom requirements of narcotic drugs (see *C. & D.*, February 18, p. 165), has been amended by the addition of acetorphine 2 gm., etorphine 5 gm. and isomethadone 2 gm. The details are provided in the Estimated World Requirements of Narcotic Drugs in 1967, first supplement (H.M. Stationery Office, price 5s. 6d.).

Pesticides

DRAFT COMMON NAMES

COMMENTS on the following suggested names for pesticides are sought by the British Standards Institution. They should be addressed to Mr. D. G. Berry, B.S.I., 2 Park Street, London, W.1.

PROPOSED

COMMON NAME
Crotoxyphos

CHEMICAL NAME

dimethyl 1-(α -methylbenzyl-oxy-carbonyl)prop-1-ene-2-yl phosphate, *cis* isomer
cis-3-(dimethoxyphosphinyloxy) 1-methylbenzylcrotonate
dimethyl 1-methyl-2-(1-phenylethoxycarbonyl)-vinyl phosphate, *cis* isomer
phenyl 5,6-dichloro-2-trifluoromethyl-1-benzimidazolecarboxylate
5,6-dichloro-1-phenoxy-carbonyl-2-trifluoromethylbenzimidazole
NN- dimethyl-3-methylphenylthiourea
dimethyl 1-methylcarbamoylprop-1-ene-2-yl phosphate, *cis* isomer
cis-3-(dimethoxyphosphinyloxy)-*N*-methylcrotonamide
dimethyl 1-methyl-2-(*N*-methylcarbamoyl)vinyl phosphate, *cis*-isomer

Fenazaflor*

Methiuron†

Monocrotophos

*The name *fenoflurazole* was previously proposed for this compound.

†The name *thiuron* was previously proposed for this compound.

Molecular Pharmacology

NEW RESEARCH UNIT ESTABLISHED

THE Medical Research Council has set up a molecular pharmacology research unit in the department of pharmacology, Cambridge University, under the honorary directorship of Professor A. S. V. Burgen, F.R.S., to investigate the nature of the interactions between drugs and macromolecules and organised cellular structures. The

primary objectives of the unit will be to further the understanding of the nature of drug action and specificity especially by the use of spectroscopic methods. The initial programme includes a study of the reactions between drugs and drug antibodies, the factors determining activity of carbonic anhydrase inhibitors and the nature of the changes in cell membranes produced by anaesthetics.

Poisons Rules

CHANGES PROPOSED

A NUMBER of proposed changes in the Poisons List and Rules have been announced by the Home Office.

(a) *Antihistamines* in the Poisons List, their salts and molecular compounds will be included in the First Schedule. The Third Schedule exemption for preparations for external use and preparations containing not more than 1 per cent. of antihistamine substances for application in the nose or eye, to stand.

(b) *Borax* and *Boric acid* added to Part I of the Poisons List with an exemption in the Third Schedule in respect of substances containing them other than preparations for the treatment of human ailments (in the case of toilet or cosmetic preparations, a limit of 5 per cent of boric acid would apply).

(c) *Chloroform* added to First Schedule except for substances containing not more than 5 per cent. of chloroform or in preparations not intended for internal use. Third Schedule exemption revised to exclude from control (a) solid preparations and toothpaste, and (b) other preparations containing less than 1 per cent. of chloroform.

(d) *Alkaloids of colchicum* transferred from the First Schedule to Part B of the Fourth Schedule (including salts) except preparations containing less than 5 per cent. of the alkaloids calculated as colchicine.

(e) *Cyanides* (i) In existing entries beginning "Hydrocyanic acid . . ." in the Poisons List and the First, Sixth and Eighth Schedules reference to 'cyanides' to be replaced by cyanides including complex cyanides; reference to 'double cyanides of mercury and zinc' deleted. (ii) Ferrocyanides and ferricyanides excluded from control.

(f) *Ephedrine* (1) Exemption in Part 1 to read "except ephedrine, its optical isomers, *N*-methylephedrine, *N*-diethylaminoethylephedrine, . . ." (ii) *Ephedrine*; its optical isomers; their salts; added to First Schedule 'except when contained in liquid preparations or preparations not intended for the internal treatment of human ailments, or in solid preparations containing less than 10 per cent. of ephedrine or its optical isomers except when in an inert diluent.' (iii) the ephedrine exemption in the entry under the heading "Beta-aminopropylbenzene . . ." in Part B of the Fourth Schedule to be amended to read "except ephedrine, its optical isomers, *N*-methylephedrine, *N*-diethylaminoethylephedrine, . . ."

(g) *Metoclopramide and its salts, mebutamate, flufenamic acid and its*

salts and esters, and mefenamic acid and its salts and esters, will be included in Part I and in Part B of the Fourth Schedule.

(h) Quinine and its salts added to Part I and Part B of the Fourth Schedule except preparations containing less than 10 per cent. of quinine or its salts. There will be an exemption in the Third Schedule in respect of quinine when contained in mineral water.

The Home Office point out that the proposals in respect of the alkaloids of colchicum, antihistamines, ephedrine and chloroform, supersede earlier proposals for the control of those substances, and the implementation of the proposals in respect of ephedrine and chloroform will be deferred until October 1 1967 to allow time for existing stocks to be disposed of and amended packaging material to be prepared.

IRISH NEWS

THE REPUBLIC

Representatives

PLEA FOR HIGHER ENTRY STANDARD

A PLEA for a higher standard of entry to medical representation was made at the annual meeting of the Irish Pharmaceutical and Medical Representatives' Association in Dublin on April 21 by Mr. M. C. Martin (president). Mr. Martin said that, recognising the need to improve the standard of personnel, the Association had made the token gesture of suggesting a course of studies. Doctors had been commenting on declining standards of courtesy and the use of unconventional sales techniques by representatives. The unquestionable goodwill created by qualified representatives provided the foundation of the Association's future strength. If current recruiting trends persisted, almost anyone would be eligible for medical representation. The president promised action on cases of unethical practices reported by members. Manufacturers, he said, should include a mention of suitable antidotes to preparations on their leaflets. He expressed sympathy with the relatives of Mr. J. Sullivan and Mr. J. McLoughlin. Fraternal greetings were extended to the new Association of Pharmacist Representatives in Northern Ireland. Mr. T. MacGiolla Riogh (secretary) reported that, during the year, four representatives had been involved in disputes with their companies. In only one case had a satisfactory solution been possible, owing to the representatives having taken action before seeking the advice of the Association. Of 170 representatives employed by sixty-five companies, 120 were pharmacists. Owing to lack of support, the annual dance had been abandoned for the year. Membership of the voluntary health organisation had increased to sixty-three. The treasurer (Mr. C. McDermott) disclosed that, because of a loss on the annual dance in the previous year, expenditure had exceeded income during the year by about £69.

NEWS IN BRIEF

THE Standing Pharmaceutical Advisory Committee, Scotland did not meet during 1966 states The Scottish Health Services Council Report, 1966 (H.M. Stationery Office, price 2s.).

OFFICERS of the Proprietary Articles Trade Association for 1967 are as follows: *President*, G. H. Walker; *Vice-presidents*, P. D. Elliman (Elliman, Sons & Co., Ltd.); E. H. Butler & Son, Ltd.; A. G. Garrett; *Treasurer*, T. Marns; *Secretary*, C. C. Green.

SERVICES for the prevention and treatment of dependence on alcohol and other drugs are the subject of a report by the World Health Organisation's expert committee on mental health (W.H.O. technical report series no. 363, H.M. Stationery Office, price 5s.).

FISONS Pharmaceuticals, Ltd., are financing a new research fellowship in cancer research tenable for three years at the University of Liverpool. First holder is Mr. R. M. Siddall (department of physical chemistry, Cambridge University) who will conduct research into the surface properties of cells.

REPLYING to recent correspondence on dispensing in rural areas in the *British Medical Journal*, Mr. J. Wright (secretary, Central N.H.S. (Chemist Contractors)) Committee introduces a "factual note" by setting out the proposed changes to the current regulations.

FIFTH edition of the Index of Chemistry Films, published by the Royal Institute of Chemistry, 30 Russell Square, London, W.C.1 (price 15s.) has been revised to September 30, 1966 and gives details of 1,600 films, 400 filmstrips and 80 film-loops on chemistry and related topics collected from more than 200 sources.

A NEW edition of PD 5686—"The use of SI units"—has been published by the British Standards Institution. It provides a simple explanation of the units of the *Système International* taking account of discussions and agreements since December, 1965. Copies may be obtained from B.S.I. Sales Office, 101 Pentonville Road, London, N.1 (price 2s., postage sixpence extra to non-subscribers).

ITEMS accepted in May for the Design Index of the Council of Industrial Design, 28 Haymarket, London, S.W.1, include the Slimway 202 personal weighing machine of George Salter & Co., Ltd., High Street, West Bromwich, Staffs. Also recently accepted for inclusion in the Design Index is the Simpla feeding system of Maws Pharmacy Supplies, Ltd., Aldersgate House, Barnet, Herts.

A HANDBOOK of advisory services, published by H.M. Stationery Office, price 11s. 6d., lists organisations equipped to provide expert and practical services to firms in both manufacturing and distributive sectors. Details are given of some 200 research institutes, professional associations and national bodies concerned with problems of management, marketing and production techniques. A regional section lists the services available in the main towns in the United Kingdom.

TOPICAL REFLECTIONS

By Xrayser

Council meeting

The Council of the Pharmaceutical Society has now held its first meeting since the recent election, and it is just possible that, as a result, the newcomers and the (at present) established members may now have had an opportunity of finding some of the good points in each other. As with the new boys at school, there is bound to be a period of probation on both sides. The report of the proceedings on p. 566 indicates that there are more changes than have been brought about by the electorate, for we now have not only a new president but a new secretary, and a new president necessarily implies a new vice-president. Indeed, the first team would be almost unrecognisable were it not for the reappointment of Mr. H. Steinman as treasurer. To have left him out would be tantamount to saying that Manchester United could do without Denis Law. It is extremely difficult, in these days of rising expenditure, to achieve popularity (or to retain it) in the invidious post of keeper of the purse, for it has not fallen to Mr. Steinman's lot to come forward with the information that retention and premises fees are to be substantially reduced, yet no one has found fault with his discharge of his duties on that account. He has survived, without attack on his reputation or his person, a period of office in which his duties have compelled him to emulate poor young Oliver Twist, whose request for more caused such consternation. I know that, like Mr. Callaghan, he has a treasurer's department behind him, but his is the task of facing his public, and he has done that with acceptance—a singularly appropriate word in the circumstances. All we are permitted to learn is that "Mr. H. Steinman was re-elected treasurer" which, in musical parlance, is the equivalent of "Mr. P. Forte accompanied discreetly." Mr. Steinman's services to pharmacy in all its branches merit occasional recognition.

President's remarks

I am a little disturbed by the remarks of the new president (Mr. A. Aldington) in regard to comprehensive medicines legislation. Members have been in the dark as to the possible effects of the new measures. It seems that the Council has submitted comments on two memoranda from the Ministry, but has not yet seen the final draft of the legislative proposals. Mr. Aldington did not radiate optimism in his statement when he said that "we may find that, when all the talking is done, insufficient attention has been given to our claims. . . . We cannot allow the future of our profession to be prejudiced by clauses in a Bill that are based on false assumptions." I do not know what information Mr. Aldington has that causes him to prepare us for a poor deal, but little comfort can be drawn from the president's remarks, which strike me as pessimistic in the extreme. If there is doubt as to the outcome, we—and I mean the membership as a whole—ought to be making preparation to organise all the democratic processes referred to by the president in order to secure proper recognition for pharmacy. There is need for more than the Council to concentrate on the principles involved, and to make the best possible use of those members—and they must be many—who have direct influence and personal contact with their own members of Parliament. That is much more effective than the mass approach.

Grosset report

The report on p. 568 of the Council's deliberations in the matter of the Grosset report on the hospital pharmaceutical service in Scotland gives some impression of the vast field covered and the thoroughness of the investigation. The Council has rightly regarded the report as one of immense importance to the hospital service as a whole throughout the country. It has expressed its concern that the remit to the committee specifically excluded the question of salary, but I am not sure that that is a valid complaint. The first duty of the Committee was to establish the scope of the pharmacist's employment in the service and to suggest the best possible use of his knowledge and capabilities. Reward can surely be assessed when that is firmly established.

Expansion at Ashington Hospital

PHARMACY DEPARTMENT SHOWS PROFESSIONAL INFLUENCE

THE design of a new pharmaceutical department at Ashington Hospital, Northumberland, shows strong evidence that a pharmacist's advice has been sought and taken during the planning stages. The department shares, with central sterile supply, the ground floor of a five story wardblock. It forms part of new accommodation that will shortly bring the hospital up to 300 beds. Five other hospitals in the group are serviced, and there is advisory responsibility for hospital groups with no full-time pharmaceutical service of their own as far away as the Scottish border.

Central Corridor

Work began on the site in 1960, and on the pharmacy block in 1965. Facilities are situated on either side of a 86 ft. corridor and occupy about 4,000 sq. ft. They comprise dispensary and out-patient rooms, aseptic and sterile preparation suites, stores, bulk preparation room and offices. Space is plentiful, but there is little evidence of any being wasted though the department has been occupied for only two months. An equipment budget admitted even by the group pharmacist as "adequate" has allowed sufficient apparatus to be purchased to give the impression that the pharmacists could tackle most pharmaceutical problems likely to come their way. Typical is the sterile preparations suite, which is geared to providing fluids considerably

in excess of the hospitals own requirements. First of its three sections houses bottle storage space for a day's production and a rotary bottle-washing machine of a type and capacity more usually found in milk-bottling plant. The machine is capable of providing a final distilled water rinse — if a continuous supply of distilled water is provided. The filling section of the suite is fitted with sink and benches and houses three stills, operating from the hospital steam supply and producing over 100 litres per hour. Capacities of both washing and filling sections are beyond that of the two autoclaves — one automatic, rapid cooling, and taking about ninety 1-litre bottles through a 1½-hour cycle, the other manually controlled and holding about twenty-eight bottles. Regrettably, the all-too-common teething troubles have so far permitted only production of bladder irrigation solutions for actual use. Walls of the whole suite are tiled to the ceiling, making for easy cleaning.

Changing Role

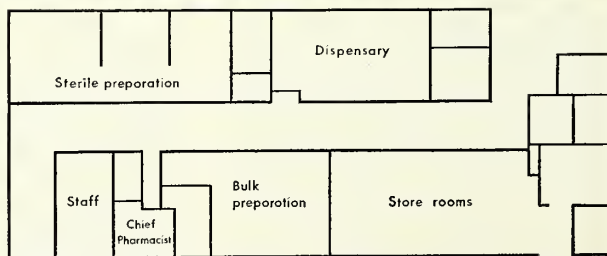
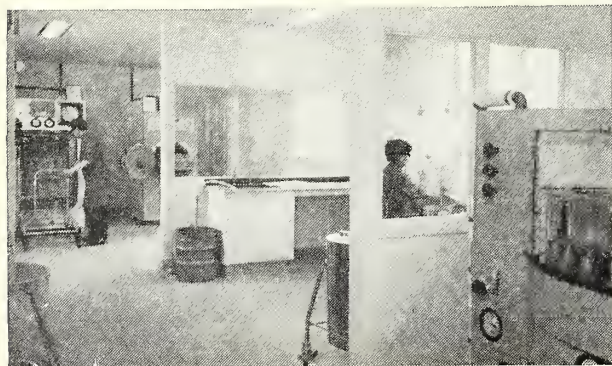
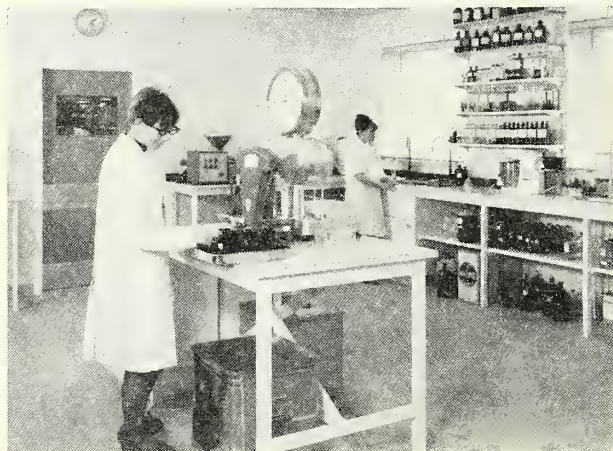
The equipment of the bulk preparation room shows how the hospital pharmacist has moved away from "dispenser" towards "technical scientist." Solid dosage forms in constant demand are counted into bottles automatically, so saving time, improving accuracy and relieving staff of a boring task. The usual range of weighing

equipment is supplemented by a modern analytical balance, and other unexpected "finds" include a polarimeter (for accurate estimation of glucose in solutions) and a flame photometer (for estimation of sodium and potassium). A colloid mill awaits three-phase electricity supply before it can be put to use. Alongside this sophisticated equipment, however, is an ordinary kitchen mixer which the staff find more useful than much of the specially designed pharmaceutical apparatus offered for similar purposes. Later this section will be equipped to undertake particle size analysis as its share of a regional drug-testing scheme.

Poisons Store

Another feature is the poisons store, which is a double room inaccessible from outside the hospital. A light indicates when the outer door is not locked and a second locked door has to be passed through to reach Dangerous Drugs.

Notable in design is the aseptic room, where essential features have been incorporated that are frequently rejected by architects of other hospitals on the grounds that they do not conform to the overall plan. Thus lighting is recessed, walls and floor are washable, there is forced clean air, cupboard doors are fitted flush and a warning light outside indicates that work is in progress (indeed, the worker may be viewed through a large internal

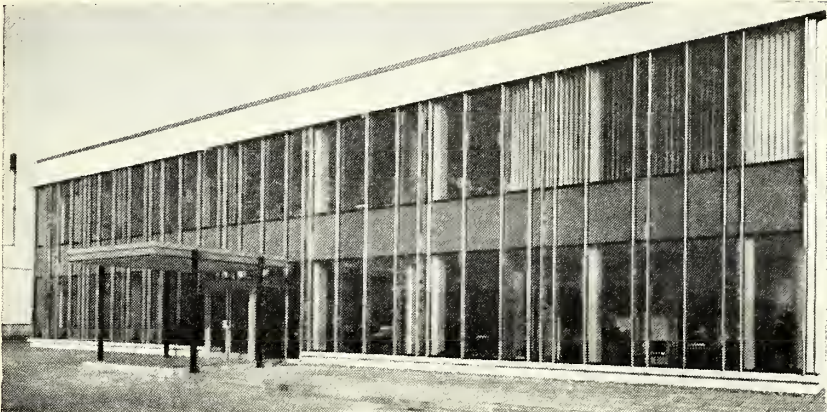


TOP LEFT: Dispensary and out-patients' hatch. TOP RIGHT: Bulk preparation room. BOTTOM LEFT: Sterile-preparation room showing (right) bottle-washing machine, (centre) filling section and (left) autoclaves. BOTTOM RIGHT: Plan of the department.

window). The room itself has the usual services, including suction, and is equipped with sink, autoclave, and aseptic screen. Access is through an ante-room with washing facilities. To use such a proper provision for aseptic work is, of course, expensive for the quantities of materials likely to be processed, but the fact that the facilities have been provided is evidence

of the importance the authorities attach to this aspect of the pharmacy's work.

Staff comprises Mr. Mackley and his deputy (Mr. R. I. Bell) with three technicians, a clerk and a storekeeper. Credit for the foresight on the design of the layout goes to Mr. M. Crane, the former group pharmacist, who is now on the pharmaceutical staff of the Ministry of Health.



Main administration block and visitors' entrance at new Squibb factory.

'VERY MUCH AN INTERNATIONAL HOUSE'

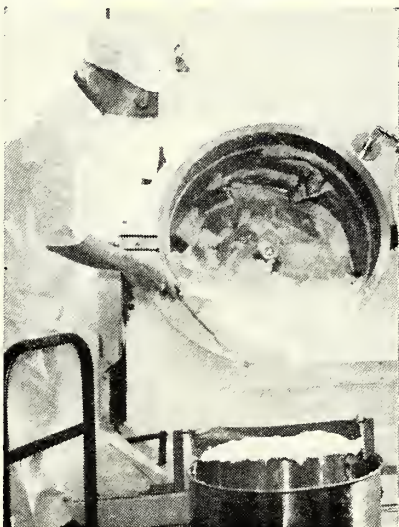
53 per cent. goes for export from new factory in Cheshire

OFFICIALLY opened by Lord Cohen of Birkenhead on June 13, a new factory for E. R. Squibb & Sons, Ltd., at Moreton, Wirral, Ches., has in fact been in production for five months. During that period it has more than doubled the output of the former factory at Speke, Liverpool, 24, and has put up the company's export sales by 75 per cent. Exports, in fact, currently account for 53 per cent. of total sales from the works, and in value are seven-fold those of 1962.

Those facts were given by Mr. McG. BODEN, M.A., the company's chairman,



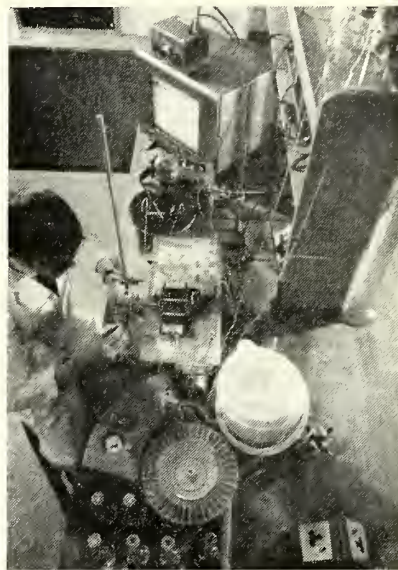
Tablets passing through a machine that imprints each with the Squibb name.



A stage in the manufacture of corticosteroid cream

at a luncheon following the opening ceremony. In the coming months still further increases may be expected, for a considerable number of research workers are in process of being engaged, supplementing the present "dynamic and able team" (to quote Mr. Boden). An increasing proportion of the company's research expenditure is being devoted to work on mental illnesses, and Mr. Boden said that it would not be long before the outcome would be contributing to the rehabilitation of mental patients.

LORD COHEN, before cutting a ribbon to symbolise the formal opening, said that the Squibb organisation had a remarkable record of magnificent contributions to medical advance. It had been the first to crystallise penicillin,



Antibiotics produced at the new factory being automatically analysed.

had introduced isoniazid, nystatin, and other compounds that have proved their value in medicine.

Of a total staff of 600 in Britain, over 400 are employed in Moreton. Many were with the company at their Speke factory. In the main, men are employed in the operations of tablet compressing and coating and in the large-scale preparation of ointments, creams and lotions, women mainly in mechanised packaging operations. One aspect of the organisation is a source of special pride to the company, namely its stringent measures of quality control, a tradition since the founder (Dr. E. R. Squibb) in America, in 1858 and for some years, put his signature on every label. In the large packaging hall are ten assembly lines, each staffed by 6-10 girls under a woman supervisor. A separate laboratory block accommodates the research and quality-control departments. There is total air conditioning in the factory.

Distinguished Visitors

Among those present at the opening ceremony were Mr. Edmund Dell (M.P. for Birkenhead and Joint Parliamentary Secretary to the Ministry of Technology), Mr. Ernest Marples, M.P., in whose constituency the new factory is situated, the president of Squibb International (Mr. Dennis C. Fill), the mayor of Wallasey (Alderman Mrs. Phoebe Bentzien), and representatives of the Ministry of Health, British Medical Association, Pharmaceutical Society, Association of the British Pharmaceutical Industry, Liverpool University and local industrialists.

MANUFACTURERS' ACTIVITIES

Long Service.—On behalf of the board of Cuxson, Gerrard & Co., Ltd., Oldbury, Birmingham, the chairman (Mr. A. D. Gerrard) on June 14 presented a gold watch to Miss A. Abel in recognition of her fifty years' service with the company.

A New Wholesale Depot in Gateshead

OFFICIAL OPENING BY PHARMACEUTICAL SOCIETY'S PRESIDENT

IN the presence of the deputy mayor and mayoress of Gateshead and the chairman of the local branch of the Pharmaceutical Society (Mr. W. B. Lowe), the Society's president (Mr. Allen Aldington officially opened a new distribution depot for Vestric, Ltd., at Lobley Hill Road, Gateshead, co. Durham, on June 14.

The new building (including warehouse and office space) occupies 25,000 sq. ft. on a 2-acre site, leaving room for expansion. The company's architect, in designing the building, worked in close collaboration with executives in the company responsible for warehouse planning, transport, etc. A highly mechanised system ensures minimum handling of goods and rapid pace, giving maximum efficiency in the distribution of pharmaceutical specialities to pharmacists, hospitals and veterinarians in Northumberland, Durham, Cumberland and parts of the North Riding of Yorkshire. Telephone-order girls type customers' requisitions direct on to forms, which are then passed by a conveyor belt into the warehouse, where further conveyors and gravity-feed shelving aid the speedy assembly and dispatch of the orders.

In the Newcastle and Gateshead areas an hourly, in other major towns a twice-daily, delivery service is maintained to retail pharmacists. The branch manager (Mr. W. G. Freeman) has held previous appointments in the United Kingdom and was for a time the company's branch manager in West Africa.

Continuity

The depot at Gateshead perpetuates a business formerly known as Phillip Spencer Daker, Ltd., Low Friar Street, Newcastle upon Tyne. In 1949 that company was bought by Evans Medical, Ltd., and in 1953 the depot was transferred to larger premises in Tower Street. From that building the company operated until 1961, when increased turnover made another move imperative. It was felt then that a removal south across the Tyne into Gateshead would be advantageous for deliveries to the local area, so the company moved into 21 Liddell Terrace, a converted Territorial Army barracks. Despite many modifications to the



Exterior of new Gateshead warehouse of Vestric, Ltd.

building it was apparent by 1964 that once again the premises were inadequate for the volume of business that was being done, and the present site was acquired. It is on land bought from British Railways. Work on the new building started in August 1966 and was completed in early April 1967.

In his speech declaring the building open, Mr. Aldington said "I am told that from this branch you serve 750 pharmacists in general practice, and no fewer than fifty hospitals. The delivery service you maintain . . . can surely be regarded as an important service to the health of the nation." As president of the Pharmaceutical Society of Great Britain, said Mr. Aldington, he spoke for 30,000 British pharmacists, who dispensed more than 250 million prescriptions each year. That massive total provided some indication of the pharmacist's task in satisfying the demands made upon him. In an era of "patent" medicines complete service and complete accuracy in the

dispensing and supply of medicines were required of pharmacists, whose precision was a guarantee of safety. Supervision of the supply of medicines was designed to protect the public, yet there was an increasing tendency to introduce medicines to the mass market, where there was no professional supervision. Television advertising, and selling tactics aimed at promoting impulse buying, tempted the public to indulge in self-medication. That tendency was to be deplored.

Guests at the opening were welcomed by the chairman of Vestric, Ltd. (Mr. F. W. GRIFFIN, M.B.E., B.Sc. (Pharm.), F.P.S.), who made special mention of the site foreman (Mr. Tom Liddell) to whom he presented a tankard.

During the evening over 200 pharmacist customers attended a reception and social evening at a local hotel, where they met members of the staff and were shown a film of the new premises.

INFANT FEEDING IN HOSPITALS

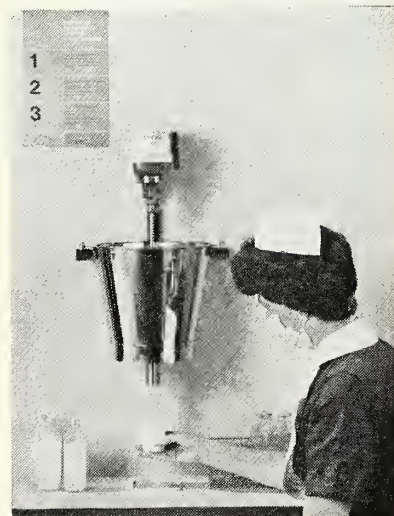
An advance in technique

AFTER almost a year's experiments in several big London maternity hospitals, Glaxo Laboratories, Ltd., Greenford, Middlesex, have developed (after an expenditure of several thousands of £'s) a compact and hygienic "mixer-dispenser" capable of making and dispensing over 100 baby feeds in a matter of minutes. The unit is claimed the only one available that has been designed specifically for the preparation of infant feeds from milk powder.

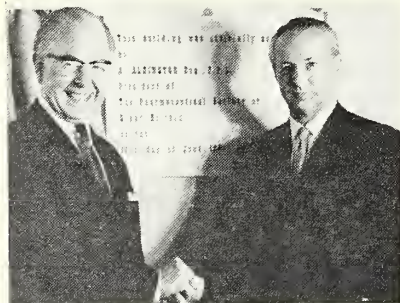
Tried Out and Modified

The prototype was designed in the company's own engineering department before the unit itself was produced by a specialist maker. "On the spot" trials showed the reactions of hospital milk-kitchen staffs, and the company's analytical chemists applied tests that led to modifications. The "mixer-dispenser" is mounted on a nylon-coated steel frame that screws to the wall. A powerful but quiet motor turns a stainless steel paddle at high speed and ensures a milk of even consistency. For cleaning and sterilisation

the paddle is easily removed without the use of tools. A mix of 2 gall. of



Glaxo's milk food "mixer-dispenser."



Mr. Aldington formalises the opening with a handshake from the company's chairman (Mr. F. W. Griffin).

Ostermilk may be made in the stainless steel bowl, and a valve at the bottom of the bowl accurately dispenses any desired quantity into a feed bottle by a gentle push of the

bottle neck against the valve. There being no taps to turn, both hands are left free to hold the bottle, and extension arms enable the valve to be opened by hand for filling jugs. The

apparatus, including all moving parts, has been designed for easy cleaning and sterilisation. It is being made available, free on loan, to all the larger maternity hospitals that use Ostermilk.

“Open Day” at a £6-million Plant at Worthing

PENICILLINS FROM FERMENTER TO DOSAGE FORM

HAVING brought to production stage a new pharmaceutical manufacturing building that cost £1½ million to put up, Beecham Research Laboratories held an “Open Day” at Worthing — on June 14, at which invited guests were shown the whole of the activities on the site, including the £6-million penicillin production plant.

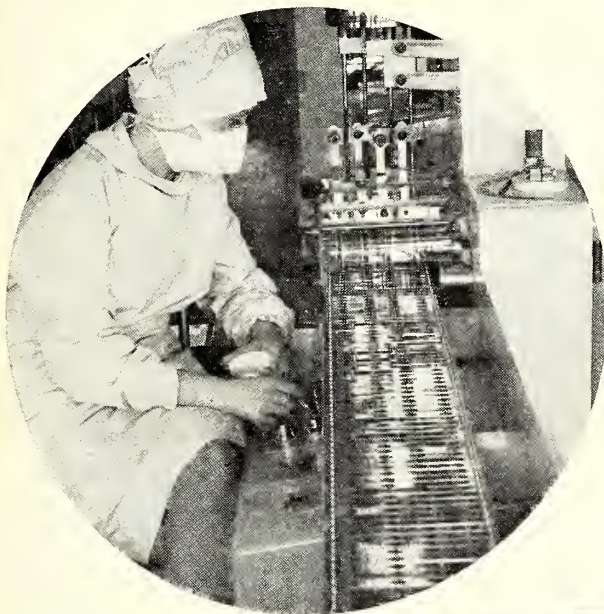
Civic Visitors

Chief among the guests were the mayor of Worthing (Councillor B. P. Ross) and his immediate predecessor Alderman E. J. W. Cuer, M.P.S., with other members of Worthing Corporation.

grammes are carried out; to plants in which the nucleus is converted to the semi-synthetic penicillins that brought the company into the antibiotic field; the pharmaceutical manufacturing area in which the bulk products are converted into the dosage forms (tablet, syrups, capsules). The techniques and precautions followed in the sterile processing of penicillins and the filling into vials for injection and as creams into tubes for veterinary use were explained in some detail, and the filling and packaging of oral penicillins and other medicines in a variety of presentations was shown. The visitors saw part of the allergy unit in which

skin-testing solutions and desensitising vaccines are prepared, the product-research department in which new products are formulated and tested; and the analytical control laboratories, in which tests are carried out at all stages of manufacture, filling and packaging.

The Beecham semi-synthetic penicillins, it will be recalled resulted from a “breakthrough” made by the company’s research scientists and announced in January 1959. The range now includes penicillins effective against a wide variety of infections — including the penicillinase-producing staphylococci, and in recent weeks has been increased by the introduction of a



Sealing penicillin ampoules



Filling vials for clinical trials

The plant is described as “probably one of the largest penicillin plants in Europe.” While penicillin dominates the scene, however, other pharmaceutical specialities are manufactured, and the whole of the finishing, packing and dispatch operations are carried out, at Worthing.

From Ferment to Phial

The tour began in the fermentation plant, in which the cultures producing penicillin G are progressively grown, as is the enzyme that converts it to the nucleus. The visitors next saw the extraction plant in which penicillin G is obtained from the fermentation broth and the penicillin nucleus from the enzyme reaction solution, going on to the development laboratories and pilot plants, in which process-improvement and cost-reduction pro-



Analytical control laboratory in which, among other operations, 150 assays of penicillin are carried out daily on a fully automated machine operated by one person.

penicillin freed from a highly allergenic fraction that was recently identified. Though the new penicillin is not for patients already sensitised, it is expected to be less likely to induce hyper-sensitivity in patients not already sensitised, so that its general use when penicillin G is indicated should result in a lower incidence of penicillin allergy in the future.

Room to Expand

At the production plant at Worthing, about 1,000 staff are now employed, many recruited locally. The plant occupies 400,000 sq. ft. of a site on which two acres remain for future extensions, apart from new buildings that are already in course of erection, and intended to be used mainly for storage.

IN PARLIAMENT

BY A MEMBER OF THE PRESS GALLERY, HOUSE OF COMMONS

WHEN MR. MICHAEL C. J. BARNES asked the Chancellor of the Exchequer on June 13 if he would publish a memorandum on the social and economic implications of an added-value tax, MR. JOHN DIAMOND (Chief Secretary, Treasury) said he would bear the suggestion in mind. The committee of the National Economic Development Council was at present considering the tax.

Cyclamates

Replying to MR. JOHN HALL, who referred to the consideration by the European Economic Community's Economic Commission of co-ordinated legislation controlling the use of cyclamates as additives to foods, MR. JAMES H. HOY (Joint Parliamentary Secretary), in a written answer on June 14, pointed out that research and investigations into the matter were going on all the time and it would not be practicable to wait for all current work on the subject to be concluded. The Minister of Agriculture, Fisheries and Food was, however, awaiting a further report from the Food Additives and Contaminants Committee on the results of work done on the toxicology of cyclamates since their report in 1965.

Infant Milk Foods

MR. STANLEY HENIG asked the President of the Board of Trade what stage he had reached in his discussions with the suppliers of infant milk foods on implementing recommendations in the report of the Monopolies Commission on infant milk foods. MR. DOUGLAS JAY replied: "I have now reached agreement with Cow & Gate, Ltd., and Glaxo Laboratories, Ltd., on the voluntary implementation of the recommendation in the Commission's report. Each company has agreed that, where the distance between any post office and the nearest shop at which its infant milk foods are ordinarily sold by retail exceeds half-a-mile, it will supply those foods, either directly or indirectly through a wholesaler to another retailer who asks to be supplied and whose shop is in closer proximity to the post office. The companies have further agreed to give sympathetic consideration to any cases brought to their attention by the Board of Trade of hardship caused by non-availability of their infant milk foods in any place. I expect this settlement to result in a considerable increase in the number of retail outlets for infant milk foods. Moreover, those outlets should be in places most necessary to remove possible inconvenience to the public. I believe that the settlement is fair and reasonable in the light of the Commission's findings."

Aldrin and Dieldrin

SIR TUFTON BEAMISH asked the Minister of Agriculture on June 14 if, following the advice of the Food Additives and Contaminants Committee that the human intake of aldrin and dieldrin should be kept to the lowest possible level pending further toxicological evidence of their hepatotoxic

and possible carcinogenic properties, he would introduce legislation implementing the recommendation that the use of aldrin and dieldrin in fertiliser mixtures and dips and sprays for sheep should cease.

MR. J. H. HOY (Parliamentary Secretary) said "no." It would be premature to pick out those particular uses for immediate legislation. The Advisory Committee on Pesticides and other toxic chemicals was already re-examining the risks arising from the use of aldrin and dieldrin and certain other persistent organochlorine pesticides. The Government was also receiving comments on the Committee's recent Review of the present safety arrangements for the use of toxic chemicals in agriculture and food storage which recommended certain legislation.

Costs of Dispatching Prescriptions

MR. DAVID STEEL asked the Minister of Health whether he would make arrangements under the N.H.S. for chemists to recover the cost of dispatching prescriptions to persons living in rural areas. MR. J. W. SNOW (Parliamentary Secretary) in a written answer on June 19 said the Minister saw no ground for changing the present obligation of chemists to supply drugs and appliances at their places of business. When difficulties in obtaining drugs and appliances arose, in rural areas or elsewhere, arrangements could usually be made for the doctor to dispense or for medicines to be collected.

Testing of Unbranded Drugs

MR. N. T. L. FISHER asked the Minister of Health whether he would seek to establish a national authority with

regional subdivisions on the lines of Birmingham's analytical department in order to test unbranded drugs and especially imported drugs, before they reached the consumer. MR. SNOW in a written answer on June 19 said that one of the important matters being examined in the Government's review of medicines legislation was the provision that should be made to secure that checks on the quality of drugs met modern requirements. Meantime, food and drugs authorities, of which the City of Birmingham was one, had powers to take samples of drugs available for sale by retail and to prosecute in suitable cases if deficiencies were found.

Dangerous Drugs Bill

LORD STONHAM (Under-Secretary, Home Office) moved the second reading of the Dangerous Drugs Bill on June 20. He said the Government would propose additions to the Bill, during the committee stage, relating to the safe-keeping of drugs and to the powers of search. The Home Secretary had for some time felt concerned about the inadequacy of present arrangements for the safe-keeping of drugs in the premises of manufacturers, wholesalers, and pharmacists. When addiction was increasing and abuse of "soft" drugs appeared to be widespread, the need for effective security became vitally important. The Home Secretary had recently consulted the representative bodies of the pharmaceutical industry and pharmacists on strengthening his powers requiring safe-keeping, record-keeping, and packaging of drugs. The bodies endorsed the principle of the proposals. The Home Secretary would have the opportunity to impose or modify controls as the situation developed.

SAVORY & MOORE STAYS IN PHARMACY

Fine Fare, Ltd., withdraw take-over bid

A STATEMENT issued on behalf of Fine Fare (Holdings), Ltd., on June 20 announced that not enough acceptances had been received from shareholders of Savory & Moore, Ltd., within the time limit fixed (see *C. & D.*, May 20, p. 462), and the offer had therefore lapsed. The withdrawal leaves it virtually certain that the counterbid by Macarthy's Pharmaceuticals, Ltd., of about 11s. 5d. for each Ordinary share against the 10s. of Fine Fare, will proceed. Macarthy's offer, unlike Fine Fare's, included provisions for Savory & Moore's Preferential shares. The fact that the supermarket company has retired from the field indicates their assessment that the profits they expected to accrue from the investment would not justify a higher bid. There was certainly no lack of financial resources, for the company's trading profits for forty weeks to January 1967 rose dramatically to £3.03 millions (against £1.80 millions in the fifty-two weeks ended April 1966). The Macarthy organisation, though smaller, has experience and expertise in the wholesale distribution of pharmaceutical products and an excellent growth

record, pre-tax profits having risen from £103,176 in 1962 to £292,122 in 1966, while dividend has risen from 20 per cent. on £240,000 to 26 per cent. on £320,000. Less impressive has been the performance of Savory & Moore, Ltd., during the same period. Pre-tax profits have fallen from £275,749 to £142,765, and dividend from 17½ per cent. on £375,000 to 8 per cent. on £562,000. So far as tangible assets are concerned, however, the merger might have seemed more likely in the reverse direction, for the net value of the Savory & Moore holding is put at £1.6 million, against £1.1 million for Macarthy's. It is understood that Macarthy's offer is due to close on June 29, to be followed on June 30 by a meeting of shareholders to make provision for the necessary increase in share capital. The benefits to be derived from the pooling of operations should be considerable.

Pharmacists will be inclined to echo the comment of the *Sun* newspaper (June 20): "A little sanity is restored to the takeover scene with the news that Fine Fare is not getting involved in a protracted auction for control of Savory & Moore."

COMPANY NEWS

Previous year's figures in parentheses

HODDERS, LTD.—A final dividend of 15 per cent. maintains the total payment at 25 per cent. for the year ended March 31. Profits before tax have eased from £236,000 to £223,000 and the net figure from £137,000 to £133,000.

AYRTON, SAUNDERS & CO., LTD.—No ordinary dividend for 14 months ended February 25 (against 7½ per cent. for previous year). Trading profit for period was £8,000 (£60,000 for year) after all working expenses. Net loss, £9,000 (against profit, £21,000).

VITAMINS, LTD.—Mr. Henry Graves (chairman) said on June 15 that "other parties" are interested in the company. The announcement followed a £2.7 millions offer for the firm by the Beecham Group, Ltd. (see *C. & D.*, June 17, p. 560). A statement is promised by the Vitamins' board later.

ASPRO NICHOLAS, LTD.—Group trading profit for year ended March 31, £2.24 millions (£2.34 millions). Taxation, £979,120 (£1,162,692); employees' profit sharing, £41,983 (£110,378). Continental and overseas operations exceeded previous year "so overall shortfall is due to disappointing results in U.K. states the chairman (Mr. M. A. Nicholas). Dividend stays at 20 per cent.

ODEX RACASAN, LTD.—Group profit for year ended March 31, £187,263 (£162,482); tax, £79,774 (£64,624), net profit after tax, £107,489 (£97,858). A final dividend of 25 per cent. making 35 per cent. for year has been dictated by the close company provision of the Finance Act 1965 otherwise the total would have been about 31 per cent., the chairman (Mr. R. A. Chandler), states in the annual report.

LAPORTE INDUSTRIES, LTD.—A final dividend of 9½ per cent. is recommended which with the interim dividend of three per cent. paid in January makes an unchanged total of 12½ per cent. for year ended April 2. The accounting period for most of the companies in the group covers fifty-three weeks. Group profit from manufacturing and trading for the period is £6,837,455 (£6,325,619); profit, before taxation, is £4,317,253 (£3,619,256) and group net profit, after tax, £2,501,570 (£2,497,023). Included in figures are sales of technology amounting to £332,148 (£72,083).



Left, Mr. Lewis Watson, who retires on June 30 from the managing directorship of Unichem, Ltd. Right, Mr. G. J. White, who takes over as general manager of the company.

BUSINESS CHANGES

PEARMOSS, LTD., have removed to 53 Great Marlborough Street, London, W.1 (telephone: 01-437 3102).

W. R. HALL & CO., pharmaceutical chemists, state that their address is 40 (formerly 39) Norfolk Street, Kings Lynn, Norfolk.

THE London office of William Mason & Son, Ltd., and subsidiaries has been transferred to Raebarn House, Northolt Road, South Harrow, Middlesex (telephone 01-864 0914).

THE creation of the Institute of Purchasing and Supply as a result of the amalgamation of the Purchasing Officers Association and the Institute of Public Supplies was announced on June 19. Address: York House, Westminster Bridge Road, London, S.E.1. (telephone: Waterloo 1851).

Appointments

AMBASSADOR TOILET PREPARATIONS, LTD., 3 Great James Street, London, W.C.1, have appointed Mr. A. V. Mainwood their agent for Kent, Surrey and Sussex.

DR. A. WORLOCK (managing director, Hoechst Pharmaceuticals, Ltd.), has



been appointed to the board of Hoechst U.K., Ltd., the company responsible for the operation of the subsidiary and associated companies in the United Kingdom of Farbwerke Hoechst, A.G. The Hoechst group in the United Kingdom comprises Hoechst Pharmaceuticals, Ltd., Hoechst Chemicals, Ltd., Plasfoils, Ltd., Hoechst-Cassella Dyestuffs, Ltd., and Harlow Chemical Co., Ltd. Dr. Worlock joined the group early in 1964 after several years in the pharmaceutical industry and became managing director in January 1966.

PERSONALITIES

MISS M. M. THOMSON, M.P.S., Leith, Edinburgh, was awarded the British Empire medal in the Queen's Birthday Honours list. She has served fifty-one years in the Red Cross Society and is a divisional welfare officer.

MR. D. TREVOR EVANS, M.P.S., manager, Yeovil branch, Timothy Whites & Taylors, Ltd., has retired after holding that position for thirty-eight years except for two years at the company's Torquay branch. A past-chairman of the Somerset Branch of the Pharmaceutical Society, Mr. Evans has been treasurer of the Somerset Pharmaceutical Committee since 1957.

MR. CHARLES HERBERT SYKES, Ph.C., F.P.S. (chief pharmacist at the London hospital, Whitechapel Road, London, E.1) who was awarded the O.B.E. in the Birthday Honours list (see *C. & D.*, June 17, p. 561) is retiring in a year's time after forty-two

years of service to the London hospital. Mr. Sykes qualified in what is now the Leicester Regional College of Technology and joined the London hospital as a junior pharmacist in 1926, and was appointed chief pharmacist in 1940. He is one of the two longest-serving chief pharmacists on the staffs of London teaching hospitals.

DEATHS

FLYNN.—Recently, Mr. Kieran Flynn, M.P.S.I., Kenilworth Road, Rathgar, Dublin, Eire, aged eight-one. Mr. Flynn qualified in 1924 and was in business in Wexford Town for many years until his retirement twenty years ago. Mr. Flynn is survived by his widow, four sons (one of them a pharmaceutical chemist in Lagos, Nigeria), and four daughters.

NICHOLLS.—On June 10, Mr. Norman A. Nicholls, M.P.S., Dingley Dell, Rusthall Road, Tunbridge Wells, Kent. Mr. Nicholls qualified in 1912, after serving an apprenticeship with Mr. R. P. Bristow, High Wycombe, Bucks. A period of service with Savory & Moore, Ltd., followed, and in 1922 he became manager of Sells, chemists, Tunbridge Wells, purchasing the business in 1935 and retaining an interest in it until shortly before his death, when it was transferred to his partner, Mr. Marshall A. Watt, M.P.S. Mr. Nicholls was also in partnership with Mr. Charles W. Scrase, M.P.S., in a pharmacy at Tonbridge. He was at one time a chairman of the Tunbridge Wells Branch of the Pharmaceutical Society and the local branch of the National Pharmaceutical Union and local secretary of the Proprietary Articles Trade Association. Keenly interested in Freemasonry he was a Past Master of a number of lodges.

Miss M. Wallis, M.P.S. (secretary Tunbridge Wells Branch of the Pharmaceutical Society) writes:—Mr. Nicholls was a former branch chairman and generous supporter of the Tunbridge Wells Pharmaceutical Association and will be greatly missed by all his colleagues. A kindlier man one could not wish to meet. A skilful craftsman in wood and metal, he designed and made his own shop fittings, incorporating many unique labour-saving devices. He also created many articles of great beauty with wood and metal inlays as gifts for his friends, who will greatly treasure them in his memory. The sincere sympathy of all his colleagues and his many friends is extended to his widow.

PORTAL.—On June 18, Mr. Josef Portal, M.P.S., 532 Lea Bridge Road, London, E.10. Mr. Portal qualified in 1949.

SUTTON.—On May 30, Mr. Stanley Sutton, M.P.S., 17 High Park Place, Southport, Lancs. Mr. Sutton qualified in 1940.

WALKER.—Recently, Mr. Fred Walker, M.P.S., 64 Highfield Drive, Ewell, Surrey. Mr. Walker qualified in 1920.

WILLIAMS.—On May 24, Mr. John Thomas Williams, M.P.S., 38 Hill Rise, Greenford, Middlesex. Mr. Williams qualified in 1935.

TRADE NOTES

Discontinued.—André Philippe, Ltd., 71 Gowan Avenue, London, S.W.6, state that their No. 16 shampoo, (rose, lemon, liquid and medicated) is discontinued. Stocks are cleared.

An Additional Strength.—Pfizer, Ltd., Ramsgate Road, Sandwich, Kent, now offer 25 mgm. capsules of Equipose in addition to the 100 mgm. strength. The dark green and grey capsules bear the code EPS 25. The bottle holds 50.

W. & T. Avery, Ltd., have opened a new branch office at Hobs Moat Road, Solihull, Warwicks, at which immediate sales and service are being made available for the full range of Avery retail and industrial weighing equipment and testing machines.

Change of Distributor.—From July 1 Fuller's celery perles and golden balm, Morning Pride brushless shaving cream and Mother Siegel's syrup are being distributed by Thomas Marns & Co., Galen House, Artex Avenue, Rustington, Sussex. Prices and terms are unchanged.

A 100-unit Size.—To meet an increased demand for Minims sterile single-dose disposable eye-drop units, Smith & Nephew Pharmaceuticals, Ltd., Bessemer Road, Welwyn Garden City, Herts, have made available a pack containing 100 units of Minims amethocaine hydrochloride 0.5 per cent. and fluorescein sodium, 2 per cent. The 20-unit pack continues available.

Cleansing Creams in Tubes.—Cleansing creams Nos. 1 and 2 of Guerlain, Ltd., 42 Conduit Street, London, W.1, are available in tubes for holiday makers. No. 1 is a pink jelly, which liquefies with the warmth of the skin, is advised for normal or "mixed" skins and also for dry skins; No. 2, a white light cream that must be used with water, is recommended for skins with a tendency to oiliness.

Tax Additions Regularised.—Following recent Customs and Excise action to regularise purchase-tax variations on certain appliances, Ronson Products, Ltd., Leatherhead, Surrey, are notifying their wholesale and retail customers that from July 1 there will be three different purchase-tax figures on the company's electrical products. Based on orders of from one to three, four to eleven and twelve and over. At the same time electric shaver discounts are being brought into line with those for the company's other electrical products (27 per cent.). To absorb part of the rising cost of production, increases of a few shillings are made in the recommended prices of some Ronson hairdryers, the Tiara ladies' shaver and certain shaver accessories.

Trade Shows

CULLINGFORD OF CHELSEA, Bootle, Lancs. GLASGOW, St. Enoch hotel, June 26-29.

GOYA, LTD., 161 New Bond Street, London, W.1. EXETER, Rougemont hotel, Chatsworth, July 3-6.

JACKEL & Co., LTD., Kitty Brewster Estate, Blyth, Northumberland. LONDON, 56 Wigmore Street, June 26 to July 6.

INFORMATION WANTED

The Editor would appreciate information about: Orion binoculars

NEW PRODUCTS AND PACKS

PHARMACEUTICAL SPECIALITIES

A Product Against Diarrhoea.—Lederle Laboratories division of Cyanamid of Great Britain, Ltd., Bush House, Aldwych, London, W.C.2, are introducing a new speciality Expedil suspension, an anti-diarrhoeal preparation consisting of activated attapulgit and neomycin. Expedil is issued in containers of 4 and 16 fl. oz. Another recently introduced Lederle product is Lederstain (demethylchlorotetracycline and nystatin) for oral suspension in 2-oz. bottle.

A Spray to Allay Irritation.—Parke, Davis & Co. have produced a Caladryl aerosol spray, combining the soothing, cooling effects of camphor and calamine with the antihistaminic and antipruritic actions of Benadryl (diphenhydramine hydrochloride). It is indicated for the relief of minor skin irritations, insect bites, stings and sunburn. Treatment is made more convenient, "more economical and more hygienic." The spray contains calamine 10 per cent., diphenhydramine base, 1 per cent., and camphor 0.1 per cent. in a propellant base. The pack of 60 gm. is supplied singly or in display outer of ten.

Tablets Against Angina.—Harvey Pharmaceuticals, a department of Pfizer, Ltd., Sandwich, Kent, have made available Cordilox (brand of iproveratril hydrochloride) for long-term control of angina pectoris. Cordilox is presented as pale yellow sugar-coated tablets, each containing 40 mgm. of iproveratril hydrochloride. The product combines the properties of a mild beta-receptor blockade with relaxation of plain muscle, thus reducing response of the heart to sympathetic stimulation; reducing cardiac output; increasing the refractory period of heart muscle, and (by relaxing plain muscle) avoiding the bronchoconstrictor and coronary vasoconstrictor effects occurring with pure beta-receptor blockade. Cordilox should not be given to patients suffering from circulatory collapse. Cordilox tablets are issued in bottle of 100.

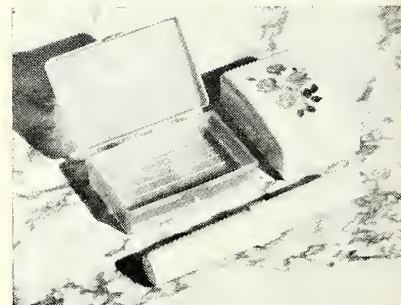
VETERINARY SPECIALITIES

Intramammary Injection.—Zipcillin-P.S., a new penicillin and streptomycin intra-mammary injection made available to veterinary surgeons by Burroughs Wellcome & Co., Wellcome Building, Euston Road, London, N.W.1, is excreted by the cow sufficiently quickly for milk to be withheld for only thirty-six hours (or three milkings) after treatment. At the fourth milking (48 hours after the injection) the milk is well within the maximum level for saleable milk in England and Wales (0.05 units per mil). That is a shorter time, it is stated, than is stipulated for any similar injection at present on the market. The figures were established during trials organised from the Wellcome Veterinary Research Station at Frant, Sussex, on dairy herds. At 48 hours, excretion also brings the milk within the more stringent limit for Scotland (0.02 units per mil), but the Scottish Milk Marketing Board re-

quires that milk from cows treated with intramammary injections of antibiotics must be withheld for 72 hours. The injection has the added advantage of concentrating 100,000 units of procaine penicillin G and 100,000 units of dihydrostreptomycin into a 1-mil dose, thus keeping to a minimum the actual volume that has to be injected.

SUNDRIES

Holders in Plastic.—Imported by Practitioners in Marketing, Ltd., 54 Church Street, Weybridge, Surrey, the Sylaware range of plain and decorative plastic ware includes what is claimed as



"an endless variety" of soap dishes and toothbrush holders, some of which are shown in the accompanying illustration. Ideal for giving as presents are the three-in-one dressing table packs comprising hand mirror and hair and nail brushes, offered in a number of plain and unusual designs, some with floral decorations.

"Personal Pack."—A "personal pack" containing a new injector razor and five super stainless steel blades is now available from the Schick Safety Razor Co. A "double bubble" new



style of pack holds the razor and blades, which are mounted in a "toast rack" counter display unit complete with header card. Sole distributors are Richards & Appleby, Ltd., York House, Westminster Bridge Road, London, S.E.1.

SHOPFITTING NOTES

Price Ticket Service.—Norman Pendred Co., Ltd., 11a Gladiator Street, London, S.E.23, claim that they have a Pentic price ticket to suit any system (shelf-edge, free standing, pegboard, spike, etc.).

Bins and Trolleys.—Middlehurst, Ltd., Brock Lane, Maidenhead, Berks, are makers of polythene-coated wire "merchandise" baskets on stove-enamelled stands as well as of shop trolleys and display units.

Pegboard and Other Clips.—Chemists are invited to write to M. Myers & Son, Ltd., Oldbury, Birmingham, for details and list of stockists of the wire and other metal fittings for displaying merchandise on pegboard, etc.

"Professional" Price Tickets at Will.—A difficult problem in the average shop is producing a professional-looking price-marked display card by the staff. The Displaymaster, sold by Price-master, Ltd., North Street, Hornchurch, Essex, answers the problem. Planned on a grid system, it lines up all prices and letters with perfect symmetry.

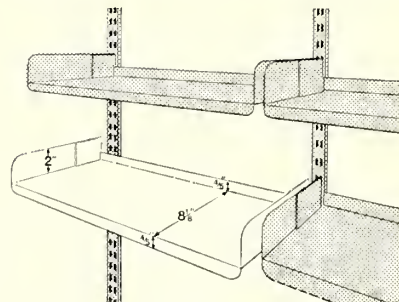
Burglar Alarms.—Two completely portable burglar alarms have been designed by Associated Burglar Alarm Companies, 10 Needles Alley, Birmingham, 2. The Sonic Garde is a self-contained unit with its own internal 12-volt battery supply and built-in charger. The battery supplies the unit for three to four days without recharging, and a check meter indicating the battery condition is included in the front panel. The warning is given by a high-frequency horn sounding an inter-

mittent note. In the top section of the unit are two ultra sonic transducers, one acting as a loud speaker that emits a high-frequency sound wave (inaudible to the average human hearing range) which is picked up by the other transducer acting as a microphone, any movement within 20 to 25 ft. from the unit causing the sound-wave pattern to vary and initiate an alarm. The Field Sonar is larger and has a battery life of fourteen days.

A Range of Display Equipment.—The Showrax range of equipment, manufacturers of which are Showrax, Ltd., Tower Works, Northfleet, Kent, includes items specially designed for chemists, among them plastic-coated steel components in a simulated wood grain finish, timber display cabinets, drawer units and counters. Features of the system are that it is of boltless construction, standard brackets being instantly adjustable to horizontal or to one of two sloping positions.

Display Turntable.—"A medium-size display turntable at a record low price" is the offer made by Mechanical Display Features, Ltd., Harlow Road, High Laver, Essex, with the junior DPX. The turntable carries a load up to 55 lb. and rotates in a clockwise direction at three revolutions per minute. The three arm "spider" top is suitable for glass, wooden or other plates or for displays up to 24 in. in diameter. An earth lead is fitted to each machine. Current consumption is only 12 watts. An illustrated leaflet is available.

Shelves For the Dispensary.—Goodhopes Engineering, Ltd., 14 Wood Street, Kingston upon Thames, Surrey, offer Eesifix shelving in two standard lengths of 30 and 18 in. and two standard widths of 8 and 10 in. Before deciding that those were the appropriate dimensions for dispensary shelves, Messrs. Goodhopes investigated dispensary stocks and classified the specialities by their "shape," correlating the measurements obtained. The shelves are thus based on practical values and experiments. Slotted columns allow the



shelves to be removed for replacing in any other required position. Each shelf, in white, red, blue or light grey, is fitted with a 2-in. deep side, so that it may be removed like a tray when fully loaded. The supporting columns are usually in 6 ft. 6 in. lengths but can be cut to any length required, the cost being roughly calculated on the basis of 1s. per inch of shelf—a figure that may be much reduced by quantity discount offered. An illustrated leaflet shows how best to employ the shelving.

GUIDE TO SHOP FITTERS AND SUPPLIERS OF SHOW CASES AND FITTINGS

for use in
conjunction
with loose
Supplement
in this issue

ALCAN (U.K.), LTD., Aluminium Canada House, 30 Berkeley Square, London, W.1.
 ARMSHAW BROS., LTD., 80 Cross Street, Sale, Ches.
 BALLARD BROS., LTD., 35 Benfleet Road, Hadleigh, Essex.
 BEANSTALK SHELVING, LTD., Industrial Estate, Chichester, Sussex.
 BULMAN (STORE EQUIPMENT), LTD., Halifax Works, St. Mary's Lane, Tewkesbury, Glos.
 BURNS SHOPFITTERS, LTD., Essex Place, Chiswick High Road, London, W.4.
 CHROME MESH EQUIPMENT, LTD., Garth Road, Morden, Surrey.
 CHURCH & CO. (FITTINGS), LTD., 26 South Street, Reading, Berks.
 COUNTERPOINT STORE EQUIPMENT, LTD., 243 Euston Road, London, N.W.1.
 DISPLAY & MARKETING CO., LTD., 170 Bexley Road, London, S.E.9.
 A. EDMONDS & CO., LTD., Constitution Hill, Birmingham, 19.
 EUSTANCE & PARTNERS, LTD., Alliance Works, Western Avenue, London, W.3.
 ALEXANDER FRASER CO., Wood House, Brockenhurst Road, Ascot, Berks.
 FYNIE STOREFITTERS, LTD., 149 Hertingfordbury Road, Hertford.
 HEYWOOD-HELLIWELL, LTD., Bayhall Works, Huddersfield.
 HOLMES (NORWICH), LTD., Globe Lane, Old Cattle Market, Norwich, NOR30B.
 JAMES F. McCUE, LTD., 105 Mountpottinger Road, Belfast, 5.
 WILLIAM MASON & SON, LTD., 25 Wellington Street, Leeds.

F. MAUND & E. BERG (SHOWCASES), LTD., 175 Old Street, London, E.C.1.
 MIDDLEHURST & CO., Brock Lane, Maidenhead, Berks.
 MYERS OF OLD STREET, Unisec House, 141 Old Street, London, E.C.1.
 S. I. MYERS, LTD., 80 Old Street, London, E.C.1.
 OLNEY BROTHERS, LTD., Jado Works, Bedford Street, Berkhamsted, Herts.
 E. POLLARD & CO., LTD., Highbury Grove, London, N.5.
 RELIANCE SHOPFITTERS, LTD., 2 Churchill Road, London, N.W.2.
 RUDDUCK & CO. (SHOPFITTERS), LTD., Regents Avenue, London, N.13.
 FREDK. SAGE & CO., LTD., Ashfield Road, London, N.4.
 SALESMAN SHOPFITTINGS, LTD., Regent House, Dock Road, Birkenhead, Ches.
 SAVAGE & PARSONS, LTD., Watford By-pass, Watford, Herts.
 SHOPFITTERS (LANCASHIRE), LTD., Rhyddings Works, Oswaldtwistle, Accrington, Lancs.
 SHOPWARES, LTD., 197 Eade Road, London, N.4.
 SHOPLAN SHOPFITTERS, LTD., Temple Park Works, Netherton Road, Glasgow, W.3.
 SHOWRAX, LTD., Tower Works, Northfleet, Kent.
 SHOWWELL SHOPFITTERS, 89 Rusholme Road, Manchester, 13.
 SUPREME SHOPFITTERS, LTD., 226 High Street, North, London, E.6.
 VERSATILE FITTINGS (W.H.S.), LTD., 10 New Fetter Lane, London, E.C.4.

Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

Message Not Understood

SIR,—Perhaps you can help me with my problem. As a pharmacist I always thought that I had average intelligence, but now I am not sure. Mr. K. Jenkins, speaking after being removed from the Council talks of the importance of communication from Council to membership, but his letter is written in a language I am unable to understand. It is impossible to tell from this letter exactly what he is proposing to devote his leisure time to, but perhaps it could be usefully employed learning a language that would ensure he was able to get his meaning across to the masses.

WORRIED BLUE EYES

Disenchanted

SIR,—Sometime ago I recall reading a letter by a director of G. B. Kent & Sons, Ltd., emphasising at great length that company's allegiance to the policy of "chemists only"! Last week I ordered (on headed notepaper) a refill for a Kent Cosby hairbrush only to receive the following reply:—

WE wish to advise that we do have in stock a refill for this particular brush in bristle or Penetron. You may obtain either one of these refills by going to any branch of Boots or Timothy White's, who will be only too pleased to order this on your behalf.

Although I do not have an account with Messrs. Kent I was neither encouraged to do so nor was I even directed to a private chemist who is a Kent stockist—and I will certainly not order from a supermarket or hardware stores.

NORTH WALIAN

Programme for the Future

SIR,—The situation that confronts retail pharmacy is serious and calls for deep consideration and concern by all of us. We seem to be split into two definite groups—those who seek to place retail pharmacy on a more professional basis and others who have a "merchandising" outlook. That dichotomy of view has to some extent been reflected in the recent election of the Council, and it is therefore difficult to visualise any real harmony of purpose on policy in the near future. The Council were quite right in taking their appeal to The House of Lords, based as it was on a resolution passed by a majority of its members at a mass meeting, and we must await the final decision, and meet the inevitable expense, with due appreciation of their efforts. We have also to await the belated report on new medicines legislation, though we have already heard from the Minister of Health that the much hoped for restriction of all medicine to retail pharmacy could create a monopoly. It is interesting to note that nothing is more secure in trade unionism than the monopoly of its craftsmanship. Should both of those vital decisions prove unfavourable to us,

then the future of retail pharmacy would not justify its qualification. With an unlimited distribution and sale of all medicines, except those legally restricted, we should see a gradual and wider development of drug stores, and our only conserved source for a decent livelihood would be the sale of poisons and a somewhat doubtful continuance of N.H.S. As we already know by the latest company news, the "lions" are already roaring for the food. What policy could be envisaged to improve our future? Although without knowledge of Parliamentary procedure I venture to suggest the following as a possible course:—

1. Find a safe seat in Parliament to secure the return to the House of Commons of Sir Hugh Linstead.
2. Promote a Private Members' Bill for the protection of retail pharmacy and in the interests of the public.
3. Confine nomination for election to the Council to personal proprietors. In years past that was a prominent feature. Possibly the cry of democracy would be raised. Allocation of representation should be made for educational, institutional and manufacturing pharmacy.
4. Develop a deeper interest in local branches and associations, linked up with more area associations, which could provide a more united and influential opinion of members, for deliberation by the Council. It could also provide a more adequate substitution for territorial representation.

FRANK E. S. CLARKE,
Fordingbridge, Hants

Policy Stated

SIR,—The Board of Trade recently announced its decision about the distribution of infant milk foods (see p. 584). This company has resolutely defended, at considerable cost to the company and with a high degree of success, the principle that the retail chemist has a special position in regard to Ostermilk. In the course of the inquiry by the Monopolies Commission it was cogently argued that "... the mothers of very young babies ... still wholly dependent on an infant milk, may well be in need of professional guidance ... at the point of sale." The Commission considered this to be "a significant factor" in favour of confining distribution mainly to chemists. It became clear to us during our discussions that no such argument would have been acceptable for Farex or Complan, particularly as cereal products, infant strained foods and invalid foods are already available through grocers. While, therefore, we are able to retain our pharmacy-first distribution policy for Ostermilk—subject only to the undertaking noted above—we have reached the conclusion that other Glaxo foods must shortly become increasingly available also through grocery outlets.

GLAXO LABORATORIES, LTD.,
Greenford, Middlesex

Legal Rights Under E.E.C.

SIR,—At long last the White Paper issued recently on the legal and constitutional implications of joining the European Economic Community, confirms my opinion that the rôle of Parliament, in an ever-widening section of the British economic and social way of life, would become that of a rubber stamp. The White Paper—Press headlines ran to "Vital Law Changes if Britain Joins" (*Guardian*) and "Big Legislative Changes" (*Financial Times*)—outlines the "substantial body of legislation" that would have to be undertaken if Britain entered the E.E.C. It would involve the acceptance in advance, as part of our own law of provisions to be made in future by instruments issued by Community institutions. And can a wider surrender of parliamentary sovereignty ever have been contemplated than to accept in advance, future unalterable orders (whatever they may be) issued by E.E.C. institutions? As might be expected, the wording of the White Paper needs examining closely because, as by Harold Wilson himself, assurances are given that barely accord with the facts. Thus it is said that individuals "in their private capacities" are only affected "directly" by E.E.C. regulations dealing with the free movement of labour and with social-security rights. I do not know the definition of "private capacity" for an individual; what is known is that all businesses are affected by a multitude of far reaching regulations, giving rights of entry and powers to levy big monetary fines without prior impartial trial, and that those powers affect small businesses just as much as big corporations. There are half a million independent shopkeepers alone in Britain—mostly "one-man" firms—so that, "in their business capacities," these British citizens would be subject to far-reaching invasion of their rights and liberties under British law. Meanwhile it is worth noting that the White Paper is repeatedly subject to qualifications. Thus, on the basic rights and liberties of the individual under U.K. law, the government statement can get no further than saying "there is no reason to think" that they would be weakened or destroyed. It may well be that criminal law will not be affected yet, if ever. But it would be better if the British Government thought less about the criminal, and sought to secure the protection of British laws for the business community, big and small, especially the one-man firm, if and when any negotiations start on entry into E.E.C.

R. HUTCHINSON,
London, S.E.7

Voters Thanked

SIR,—May I, through the courtesy of your columns, thank the 2,254 members who supported my policy in the recent Council election.

C. H. PRESTON ROBINSON,
Mansfield, Notts



C&D

CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

ESTABLISHED 1859

Published weekly at
28 Essex Street, Strand, London, W.C.2

TELEPHONE: 01-353 6565

Under-insurance to be Penalised

A SHARP shock to most chemists is coming from the insurance companies. Over the past few years there have been a few increases in the rate of premium charged for insurances on premises and stock. Now, instead of imposing a straight increase, insurers are going to take a tough line with everyone who insures for less than the full value.

Under-insurance is understood to be widespread throughout the country. In some instances it has been undertaken deliberately in order to save premium — in the belief that a total loss at any one place is unlikely. More often, however, under-insurance has come about simply because values that were fixed some years ago have not been increased to keep pace with rises in the cost of rebuilding and replacement, and thus have fallen well below present-day values.

It is all too easy each year to arrange for the insurance to be renewed on the same basis as before. Provided a reasonable sum is insured, one tends to think that no claim will come to more than that, and in any case the premium will cost more if the insured value is increased!

In future, however, if there is any under-insurance, the insurers will have the right to scale down any claim (irrespective of how large or small it may be) in the same proportion as the under-insurance. For, as policies covering fire and special perils are renewed after July 1, they will have incorporated in them what is known as the *pro rata* condition of average. Its effect is that any policy-holder will be able to recover only that proportion of the loss which the amount of the policy bears to the total value of the property covered at the time of the loss.

It is therefore of the utmost importance in the future to ensure that the full value of one's property is insured, even though that will cost more in premium. And afterwards it will be necessary to increase that value from time to time — not only as improvements or additions are made, but simply to keep pace with the rising costs of replacement.

Although the insurers will be quick enough to send along an adjuster after a claim has been notified, in order to see if the full value was insured, they may not be a great deal of help in determining the correct value at the outset. Generally their attitude is likely to be that, whereas they will be ready enough to discuss the whole subject of insured values, their comments and advice should be considered as being "off the record." Their view is that the responsibility for insuring for the

correct value must be solely that of the policy-holder.

In some circumstances it may well, for peace of mind, be worth calling in a professional valuer for advice. If, however, an insured person feels he can make his own calculations, the general basis on which to work is that, for buildings, the insurance should embrace the cost of rebuilding (including the cost of removing the *débris* and the fees of architects and surveyors). From that figure a slight deduction may be made in some circumstances for depreciation.

All fixtures and fittings should generally be insured for the cost of replacement, subject to deduction where necessary for depreciation. Unless there is some other agreed basis for valuing stock, the maximum amount likely to be at risk at any one time should be insured for the current market value.

Not Much Longer at the Green Light

A REMINDER that chemists are having only a temporary respite from the full cold blast of cut-price competition is implicit in a *Financial Times* article entitled, ironically enough, "Why fixed prices are taking so long to die." In it the writer, Colin Jones, says that "from now on the tempo of hearings [before the Restrictive Practices Court] should build up." A large number of applications for exemption have been abandoned, and "the hard core will probably include . . . medicants and drugs, dental goods, photographic equipment and surgical instruments. . . . One can reasonably expect, therefore, that by 1970, if not earlier, the Resale Prices Act will have done its work. The practice of resale price maintenance will be virtually dead, except in those instances — probably few — where the court has ordered otherwise."

To bank on a secure livelihood from "those instances," — it will be noted that the court has again reduced the number of "possibles" (see p. 577) — even if they may confidently be expected to include medicines, would be foolhardy in the extreme. General-practice pharmacists who have, up till now, been able to support themselves solely on the practice of their profession alone are so rare that none is known to us at the moment.

There may be various ways of meeting the challenge of such competition from ever more numerous competitors. We do not ourselves believe that Mr. Franklin, whose "check-out" supermarket style of pharmacy we describe in the loose "Shopfitting and Display" supplement in this issue, has found the right answer. The end of that road is, in our view, complete submergence of pharmacy into mere subdepartments of giant trading organisations, for if prices are the sole criterion the big battalions can in the long run undoubtedly outbid their competitors.

The real answer is not imitation but on the contrary emphasis of the points of difference—the personal service and expert knowledge that the pharmacist can and the supermarkets cannot provide. One central factor in that policy must be the provision of premises that persuade the public to come into the pharmacy as much as they reflect the personality of the proprietor and the services he offers. That aspect is the subject of our special supplement this week, and independent proprietor pharmacists who have delayed modernisation should remind themselves that time is running short for doing so.



"OPEN SHOP"

An unscripted commentary on the special problems of the pharmacist in general practice

By E. C. TENNER

CONFERENCES of every type in pharmacy usually bring to the surface some interesting features, and the recent N.P.U. area meeting at Malvern was no exception. As one who has had long and intimate experience of Pharmaceutical Committee work, I was naturally interested in the remarks made regarding the new factor of health centres. I would venture to suggest that, during the next few years, that will be one of the most difficult problems facing pharmacy and in particular the Pharmaceutical Committees. It is all very nice for Mr. David to comment casually that it is the "job of the local Pharmaceutical Committees to attempt to resolve difficulties caused by the setting up of a health centre," but it would be much more to the point if he also gave us some workable suggestions as to how we should go about that task. I, personally, was extremely annoyed to read that an unnamed speaker had commented that often the local Pharmaceutical Committee did not do its job properly. (I would hazard a guess that the speaker had never been a member of a Pharmaceutical Committee, and would suggest that, before he makes any more similar comments, he should join his local committee and give them a taste of his qualities.)

Given the power . . .

The problem is essentially a reasonably simple one of redistribution. Given the requisite power, I have little doubt that the Pharmaceutical Committees could resolve it, if not to the satisfaction of all, at least in a manner that would result in no one being really too badly hurt. The requisite power is the simple one of withholding a contract from any pharmacist or group of pharmacists. My readers may consider the suggestion revolutionary but if they will really think of the matter they will see that it is not. The situation has existed in the medical profession for many years, and appears to have been accepted by the doctors as a reasonable means of encouraging medical man-power to go where it is most needed. The doctors have also had for many years a rural-area subsidy. If we can bring ourselves to copy them in the rural areas, why cannot we follow their example of limiting the number of contracts in all areas? Given that power, I have no doubt that the Pharmaceutical Committees could give considerable assistance in the setting-up of group pharmacies as suggested by Mr. David. It is quite possible that he may be correct in suggesting it as one of the better means of solving the health-centre problem, but it is just no use a Pharmaceutical Committee trying to persuade a number of pharmacists to sink their differences and individualities when they know that the Committee is powerless to protect them from a future competitor opening in premises as near to the health centre as their own. Nobody, I feel, should imagine that group pharmacies of that type need be merely associations of private contractors. One must always bear in mind that the Pharmaceutical Committees draw their members from and owe allegiance to all contractors, private and multiple. In any grouping sponsored by a Pharmaceutical Committee that important factor must never be forgotten. A place in the scheme must be made for the multiple contractors if they wish to avail themselves of it.

"Concede the Power or Cease the Criticism"

So there you have it. If you require your Pharmaceutical Committee to solve this enormous problem, give it the requisite power of "limitation of contract." If you are not prepared to do that, don't criticise the Committee for being

unable to help you when a health centre or large group practice is established in your own town. There is, of course, another important aspect of the matter of group pharmacies situated in the vicinity of health centres. It is the probable withdrawal of all pharmaceutical services from many areas of a town. In the present state of pharmaceutical man-power there would be virtually no hope of staffing a group pharmacy except by utilising the pharmacists at present practising in the area. If that should mean, as well it might, that their present pharmacies would have to be closed, there would certainly be many loud complaints from persons who would have to travel quite a distance to the group pharmacy following a domiciliary visit by the doctor. It seems to me that, in this matter of health centres, group practices, etc., that most important person the patient stands a good chance of being forgotten. The really important patient is usually the one who is sick at home and requires the quickest possible medical and pharmaceutical help. After all, if a patient is fit enough to travel to a health centre to consult the doctor, it may reasonably be assumed that he (or she) is also capable of collecting the medicines on the way home from his usual pharmacy. It could therefore be argued that the best solution to this many-sided problem would be to prohibit the establishment of any new pharmaceutical services in the vicinity of either a health centre or large group medical practice.

Any Business Questions?

I understand that the new investment-grant system has replaced investment allowances. Are they available for pharmacies?

INVESTMENT grants are not available to retail businesses, though the system of initial allowances and writing down allowances for income-tax purposes continues. Investment grants would be available, however, for businesses manufacturing pharmaceutical products.

Is selective employment tax payable in connection with the employment of my wife?

THE tax is payable only in those situations in which National Insurance contributions are payable for an employee. Since a wife is covered for National Insurance purposes by the contributions made by her husband it follows that in her case there is no liability for selective employment tax.

I understand that selective employment tax is halved for part-time employees. Is this correct? I have two part-timers who work three days a week each.

IT is correct insofar as the employees do not work more than twenty-one hours each week. If they work three full days they probably work more than twenty-one hours, however, and are therefore liable at the full rate. Moreover the relief applies only to persons over eighteen years old, so that part-time workers who are younger than that are still liable at the full rate.

We wish to make a commission payment to a former member of our staff who has recently gone to Australia. Will you please tell us how to proceed?

IT is not clear whether the payment relates to the employee's former duties with your firm, or is a commission earned after he left your employ. If the former, the payment is simply a payment to an employee and is payable subject to P.A.Y.E. procedure. If the latter, the payment is simply a commission payment payable gross, as is commission to any other agent, and it is necessary only to remit the money.

Pharmaceutical Society of Ireland

MONTHLY MEETING OF COUNCIL

A REPORT by the Society's inspector (Mr. P. Cummins) on difficulties he had encountered at dispensaries while carrying out his duties was read at the meeting of the Council of the Pharmaceutical Society of Ireland in Dublin on June 13. Earlier THE REGISTRAR (Mr. J. G. Coleman) had reported writing to the chief executive officer of the Dublin Health Authority, informing him of complaints made about the pharmaceutical services provided by the Dublin Health Authority. "It would appear" said the letter, that two major issues are involved: (a) that undue pressure of work, arising from their efforts to provide a service to all eligible persons, exposes pharmacists to risk of error and gives rise to complaints about the quality of the service provided; and (b) that the provisions of forensic enactments relating to the dispensing of medical prescriptions are not being observed in every respect. I hope to be in a position to assess the situation when Mr. Cummins [the inspector] reports back."

Inspector's Permissible Scope

The secretary of the Authority (Mr. R. N. Lamb) had replied that he would be happy to see Mr. Cummins and to give him any information he might require about operations in dispensary pharmacies. "I would like, therefore, to clear with him the permissible scope of his inquiries, having regard to both our statutory obligations." Subsequently Mr. Cummins had met Mr. Lamb and two other officials of the Authority, and it had been agreed that Mr. Cummins's authority to inspect pharmacies extended to dispensaries. Following that meeting, the inspector had called at a number of dispensaries, without incident, but on June 6 a dispensary pharmacist had said that he had been instructed by the Authority's chief pharmacist to refuse the Society's inspector access to the dispensary. Rather than embarrass his colleague by making an issue of the matter Mr. Cummins reported back to the Society. With that exception he had been well received by all dispensary pharmacists. "The pharmacist concerned was distressed that he was forced to obey the Authority's directive," Mr. Cummins had reported. Following discussion by the Council, the registrar was instructed to write to the Authority asking if such a directive had been issued.

Mr. McElwee, who was unable to be present at the Council meeting, wrote stating that Donegal county council had confirmed arrangements for community pharmacies to supply medicines to lower-income-group patients and "hardship" cases. Conditions specified were that the patient must (1) have prior authorisation from the Council and (2) produce a prescription each time medicines were required; (3) that doctors must limit supplies to a fortnight; (4) that an authorisation must relate to one individual and not to a family; and (5) the pharmacist must submit monthly bills.

THE PRESIDENT (Mr. M. L. Cashman) said that thanks were due to Mr. McElwee for giving details of the scheme. The Donegal arrangements would be a useful guide to other county associations that might be asked to negotiate a local agreement.

The Joint Negotiating Committee reported that the Minister for Health had acknowledged receipt of a letter relating to the scheme for the supply of drugs to diabetics. The Minister had said he hoped to have details available shortly and suggested that a meeting with him could be arranged then.

THE REGISTRAR reported that the Society's Press release on pharmaceutical education had been published in four national newspapers and had received much favourable comment. He told MR. M. F. WALSH that the Department of Education had not yet replied to his letter

suggesting a meeting to discuss the future of the College of Pharmacy.

MR. WALSH pointed out that an extra 150 pharmacists would be required in pharmaceutical industry alone in the next five years. At present the College was graduating only twenty-five pharmacists annually to cover all fields. MR. F. LOUGHMAN said that many community pharmacists were experiencing economic difficulties. They might be willing to take advantage of any attractive opportunities open to them in the industry.

THE PRESIDENT said that the figure of 150 pharmacists represented the industry's overall requirements. More precise information was needed on specific aspects, and he suggested a meeting with the Pharmaceutical and Allied Industries Adaptation Association to study the position in detail. The pharmaceutical wholesalers' organisation should also be invited to participate. It was agreed to take steps to call such a meeting.

The Council accepted a recommendation from the Practice of Pharmacy Committee that Council members should meet the Post-graduate Education Committee to discuss future programmes, with particular reference to the use of films, video-tapes and other visual aids, and to consider the question of diplomas.

MR. R. J. POWER congratulated all who had been concerned in compiling and publishing the farm-hygiene-project handbook that had been circulated to pharmacists. At the official opening of the campaign the Parliamentary Secretary to the Minister for Agriculture (Mr. Davern) had expressed appreciation of the rôle the pharmacist was playing as an adviser to the farming community. The success of the scheme was shown by the Department's having asked for a list of pharmacists who were participating in the project in order to follow up with the distribution of advisory leaflets on specific problems in animal husbandry.

Commenting on the report of a meeting between representatives of the Council and of the Irish Veterinary Association, MR. D. J. KENNELLY said that the talks were aimed at improving the existing good relations between the two professions. Further meetings had been arranged.

Local Differences

THE REGISTRAR reported that he had been asked to use his good offices to resolve differences that had arisen between a number of pharmacists in a Dublin suburb. Although commercial aspects of pharmacy were not the concern of the Society, certain ethical considerations were involved and he had asked Mr. Cummins to investigate the position. It appeared that a pharmacist in the area had modernised his premises and embarked on a price-cutting campaign to attract customers, circulating handbills beyond his immediate area and, it had been alleged, had advised local doctors that he could provide a dispensing service at a lower cost than could his colleagues. The inspector's efforts to bring the pharmacists together had proved unsuccessful. The registrar understood that the Irish Drug Association was also endeavouring to bring about a settlement, so far without success.

DR. W. E. BOLES said that, so long as the situation obtained in which community pharmacists could not make a livelihood from professional work alone, anything that affected the trading activities of pharmacists was bound to have an effect on their ability to provide a purely pharmaceutical service. Any spread of the practice would have serious effects on pharmacy. MESSRS. M. J. MURREANY and WALSH pointed out the increasing need for a code of ethics for the profession. MR. R. J. SEMPLE urged another effort to help the pharmacists concerned to reach

an understanding. THE PRESIDENT thought that, since both the inspector and the I.D.A. liaison officer had been unable to resolve the dispute, a further attempt at this stage would be equally unsuccessful. The situation, however, would have to be kept under review and any opportunity to restore the *status quo* exploited to the full.

An tUasal Uinseann MacEoin, architect, submitted a report on a suggested site at the College of Pharmacy for the proposed new library. He considered the most suitable solution to be an extension on the roof of the biology laboratory, since it offered no design problems in matching up externally and no constructional problems. An expenditure of £14,500 should be budgeted for. It was decided to forward the report to the Library Committee.

A "Serious Development" in Galway

Arising out of the inspector's report, THE REGISTRAR said that each medical practitioner in co. Galway had been circularised by the secretary of the county council on May 30 about arrangements that had come into operation on June 1 for the supply of drugs and medicines to medical card holders and persons classified as "hardship" cases, and who were attending doctors other than district medical officers. Arrangements had been made that private doctors requiring drugs or medicines for medical-card holders should submit their prescriptions to the matron of Portiuncula hospital, Ballinasloe, stating the full name and address and medical-card number of the patient and the reference number of the letter of authorisation sent to patients classified as "hardship" cases. Generally not more than one month's supply for each patient would be posted to the doctor, any further supply requiring submission of another prescription. Where drugs were available as tablets they should be prescribed in that form and where the doctor considered that an alternative drug would suffice if the product prescribed was not in stock, he should indicate that on the prescription. The circular continued:—

DOCTORS may arrange, as above, to obtain the required drugs/medicines for certain of the patients who have already been authorised to obtain them as cases of 'hardship' but who have been unable to get them at the local dispensary. Doctors are asked to remind patients who have authorisation to obtain drugs/medicines about having the authorisation renewed by the Health Authority if they require a further supply after the approved period. The above arrangements will operate from June 1 and may be reviewed or amended at any time.

"A serious development and one requiring deep study", said Mr. J. P. O'DONNELL of the arrangement. It appeared that private doctors, as well as district medical officers, were being stocked with drugs by Galway County Council. Apart from any action that might be taken by the Society, he thought that Galway Pharmacists' Association should take the matter up with the county manager. Mr. D. J. KENNELLY expressed astonishment that a privately owned institution was allowing itself to be used to deprive community pharmacists of part of their livelihood.

MR. R. J. POWER said that Miss L. Cunniffe had informed him that the Galway pharmacists, unable to accept certain proposals put to them some weeks ago by the county manager, had been told that he was not interested in further discussions with them. However, a meeting had subsequently been arranged for June 19, and she hoped something positive would emerge from it.

MR. G. C. O'NEILL described the development as further evidence of a peculiar attitude of mind in certain official circles towards the dispensing of prescriptions and the distribution of medicines." A senior Department official had recently remarked that dispensing nowadays was a simple matter, "All you need is an intelligent girl to count out tablets."

MR. WALSH said that the development was a further indication of a lack of liaison in pharmacy. He would prefer discussions at local level to be preceded by con-

sultations between pharmacists and the Joint Negotiating Committee.

It was agreed to instruct the registrar to request from the matron of Portiuncula hospital clarification of certain points relating to the operation of the new service and to keep the I.D.A. informed of any developments.

THE REGISTRAR stated that since the report of the May Council meeting an official of the Revenue Commissioners had been in touch with him about a statement that professional fees might be exempt from turnover tax. The official had pointed out that no pharmacist had been granted any such exemption. Any pharmacist deliberately concealing dispensing fees when making his tax returns would be liable to penalties.

The following changes of address were noted:— Mrs. Norah C. Cronin, M.P.S.I., to Edenmore Shopping Centre, Raheny, Dublin 5; Margaret M. Coleman, M.P.S.I., to Market Street, Ballaghaderreen, co. Roscommon; Elizabeth Lavin, L.P.S.I., to 26a Merton Drive, Ranelagh, Dublin 6; F. J. O'Donnell, M.P.S.I., to St. Helena's Flats, Newpark, Portlaoighise; Mrs. Blatnait Cahill, Asst., to 30 Hannaville Park, Terenure, Dublin 6; J. O'Donoghue, Asst., to Clonard, O'Connell Avenue, Limerick.

The following were nominated for membership:— Mary Malone, Main Street, Labasheeda, Ennis, co. Clare; Mary C. F. Ryan, Gurteen, Ballymote, co. Sligo; Mrs. Agnes M. Nugent, 21 Main Street, Longford; J. J. Kelly, Allihies, Bantry, co. Cork; J. C. Walsh, 123 Shandon Street, Cork; R. J. McCullagh, 46 The Rise, Mount Merrion, co. Dublin.

The registrar reported the deaths of Michael A. Maher, M.P.S.I., Robert A. S. Coulter, M.P.S.I., and Standish Stewart, L.P.S.I.

The following were elected to membership:— Marie S. Sheehan, L.P.S.I., Strokestown, co. Roscommon and Mary C. Curtin, L.P.S.I., Clonakilty, co. Cork.

It was agreed that Hyman L. Brower be registered as a pharmaceutical chemist under the reciprocity agreement with the Pharmacy Board of South Africa.

The licence certificates of Mary Malone, Main Street, Labasheeda, Ennis, co. Clare, and Mary C. F. Ryan, Gurteen, Ballymote, co. Sligo, were signed and sealed.

Mary Teresa Ryan, Moneygall, Birr, co. Offaly, and Mrs. Ellen Corbett (*née* Finn), 10 Lower Cork Street, Mitchelstown, co. Cork, were granted registration in the Pharmaceutical Assistants' Preliminary Register. The name of Mrs. Teresa Lucy (*née* Sheehan), L.P.S.I., was restored to the Register.

Mrs. Hannah M. Falvey (*née* Collins), Asst., and Mrs. Kathleen Jelly (*née* Murphy), Asst., were granted change of name in the Register, marriage certificates having been submitted.

Members present were:— Messrs. R. J. Power; W. E. Boles; H. P. Corrigan; C. J. Cremon; J. Gleeson; D. J. Kennelly; F. Loughman; M. J. Mulreany; J. B. Murphy; J. P. O'Donnell; G. C. O'Neill; T. B. O'Sullivan; R. J. Semple and M. F. Walsh. Apologies for absence were received from Miss L. Cunniffe, and Messrs. T. R. Miller; M. Costello; T. J. Harty; V. G. McElwee and M. Power.

A number of grants were passed for payment at a Benevolent Fund meeting, which followed.

100 YEARS AGO

A CALLING CLOSE TO A PROFESSION

From the C. & D., July 15, 1867

WHILST the attempt is being made to elevate the position of the chemist and druggist by legislative protection against ignorant competition, certain members of the body would appear to be actuated by the desire to degrade the calling to the level of mere huckstering. Though it is impossible to fix a tariff for drugs and chemicals which shall be adapted to every neighbourhood, there is a strong line of demarcation between fair prices and "cutting prices." The prices at which medicines are retailed must be sufficiently high, at any rate, to enable the chemist to maintain a respectable position. The demand for medicine is necessarily limited. People take it simply because they want it, not because it is cheap. The profits on its sale ought therefore greatly to exceed those resulting from the sale of ordinary commodities. Moreover, such profits ought to include a proper remuneration for the knowledge acquired by long and expensive training.

Pesticides/Weedkillers Through the Pharmacy

DISCUSSIONS BY SOCIETY'S AGRICULTURAL GROUP

PHARMACISTS should see to it that, both for profit and public duty, they should attempt to obtain as high a proportion of the market for pesticides and selective weed-killers as they could. The retail pharmacist had a great public duty in that respect, for specialities sold by ignorant people could bring such products into disrepute. Those comments were made by MR. KEITH JENKINS, Bovington, Herts. at the close of a meeting of the Pharmaceutical Society's agriculture and veterinary pharmacy group, held at Warrington, Lancs. on June 7. At the meeting MR. B. L. HONESS (horticulturist, Fison's Research Station, Levington) gave a talk on "Pesticides, Their Use on Lawns and Roses" and DR. J. STUBBS (development and technical service officer, Plant Protection, Ltd.) spoke on "Weeding with a Watering-Can—Selected Weed-Killers." The meeting was attended by over seventy members of the group. MR. HONESS said that the need for pesticides in agriculture and food storage has become accepted as an essential means of increasing world supplies of foodstuffs. £10 million worth of pesticides were used annually on farms and gardens in the United Kingdom and their acceptance was largely based on economic grounds since, without their use, something like £175,000,000 of produce would be lost annually. The Safety aspects were extremely important, and manufacturers, distributors and the government departments were continuously seeking to eliminate risks. Recommendations for specific products appearing on labels or leaflets within the approved schemes organised by the Ministry could be safely adhered to and were continuously being revised in the light of current knowledge. Unfortunately any safe product was open to abuse, and it was essential that users were made aware of the risks involved. It was up to those who sold the products over the counter, to make sure that people realised what the products could do.

Potential of the Market

In 1965 there were 16 million householders in the United Kingdom. 80 per cent. of them had gardens and 80 per cent. of those gardens had lawns, of which the average size was 85 sq. yd. That suggested 870 million sq. yd. of amateur turf were being cultivated, and if the amateur was prepared to spend merely twopence per sq. yd. per season, that would result in a total market of nearly £7½ million. About £1½ million was currently being spent annually — only a small percentage of the potential market. Of the 80 per cent. of householders it had been calculated that about 85 per cent. had roses. Thus, 11 million householders might be prepared to spend money on garden aids. Another estimate was that 200 million roses were growing in gardens today. Both retailer and the customer might consider the array of products available to the ama-

teur gardener somewhat bewildering, but the competition, if confusing was to the gardener's benefit, aiding the marketing of more efficient products. The three usual problems in lawn management were worms, disease and weeds, any one of which could prove troublesome to the amateur. Worms could be controlled by derris or mow-rah meal; diseases were rarely obvious since, owing to the generally wet climate, the grass was hardly "under stress." Mercury dressings would overcome moss problems. Selective weed-killers were effective but rates of application needed to be in accordance with the directions on the label. The majority of broad leaved weeds were annuals, so treatment had to be repeated. Roses, to be perfect, must be capable of full vigorous growth, and it was a waste of pesticides to apply them to starved plants. Though the most obvious pest was the greenfly, there were other insects such as hoppers and caterpillars. The feeding habits of the pest usually dictated the method of control and most products would be classified as either contact or stomach poisons. Systemic materials had the advantage that spraying one part of the bush often produced an effect in another, a translocation not affected by climatic conditions.

Diseases of Roses

Rose diseases were usually black-spot, rust, or mildew. The first two could be controlled by sprayings but mildew attacked the young surface of plants and it was necessary to take continuous action to keep it under check. Weeds usually harboured pests and diseases and it was fortunate that new preparations avoided hand weeding. Paraquat was a non-persistent material but simazine was available where a persistent type was necessary. Mr. Honess recommended chemists to study the list of approved products in the booklet "Chemicals for the Gardener" available from H.M. Stationery Office.

DR. STUBBS said that gardening was an emotional subject, and many people regarded chemicals with suspicion. Unfortunately there was a class of customer who took the view that "when all else fails, read the directions" and it was essential that their number should be reduced by responsible selling. Weeding with a watering can might have been considered a new concept but it had been going on in a limited way for a decade. Arsenites had been much in use before the 1939-45 war. Modern weed-killers such as mecoprop and dichloprop acted rather slowly, and in some circumstances it might be six to eight weeks before the full effect was noted. Quite a lot could be done by the amateur to promote satisfactory lawns by light mowing and aeration. The new weed-killers had revived an interest in moss control and he had found an increasing interest in the old-fashioned "double-strength weed-killer" for moss control on paths.

However, there was still a lot of garden left after the paths had been dealt with and, with the development of paraquat, hoeing had ended. It had brought the new concept in weeding. The compound had the advantage that it did not usually affect mature barks, and another that "by some freak" it had a built-in-feature, "most useful in this country," of being rain fast. One important difference between paraquat and some other weed-killers was that it did not move readily within the plant. Therefore as much as possible of the weed must be wetted. He had found a smaller plastic sprinkler bar about 3 in. long most useful. To avoid danger and disaster, suggested Dr. Stubbs, the amateur gardener should use separate watering-cans. By maintaining a separate container for paraquat and simazine, solutions could be stored and used later. Paraquat killed all annual weeds "in one go" but the amateur should be prepared for regrowth of the deeper-rooted weeds. Ground elder could be got rid of within two years, the first application causing the death of the top growth. A second regrowth — chlorotic — was usually killed if the weed was sprayed again. Four applications spread over two years had resulted in the elimination of couch grass, and even the persistent oxalis had been reported as being effectively controlled. A new application of paraquat was in lawn renovation. Fourteen days after applying paraquat the area was mown, then raked; a light top dressing was then applied and the area re-seeded. Thus a new lawn could be obtained without disturbing the original levels. If broad-leaved weeds were present, then a selective weed-killer could be applied three months before carrying out the scheme. The available products were "safe and good": they did carry "an awful lot of precautions" on their labels and cartons, but did the job for which they were designed. The material should be applied at the rate recommended. The days of "one for the pot" were ended. MR. P. BUCKLEY, Warrington, wanted to know the mode of action of paraquat, and DR. STUBBS replied that the compound was easily reduced and reoxidised. The energy required for carrying out those changes was similar to that required in the stage of photosynthesis, and an organic peroxide was evolved that was lethal to the plant. Paraquat killed much more quickly in bright summer conditions.

Uses of Paraquat

DR. STUBBS told MR. KEITH JENKINS, Bovington, that diquat was much more active against broad-leaved weeds, paraquat in marginal rates more active against grasses. Mixed preparations had been evolved in an attempt to give a balanced activity, but he preferred to use paraquat alone. Another questioner asked about "fairy rings" on lawns. Mr. Honess pointed out they were due to fungus infestations. If chemical

treatment was adopted the ground must be opened in order that the compound could reach the fungus. He had sometimes recommended the use of a Mersil drench. DR. STUBBS's advice was "if you can't get rid of it, make a feature of it." A member from Stoke on Trent was told that, when herbicides were being used, some attempt should be made to increase the vigour of the lawn, otherwise weed reinfestation would occur. Balanced feeding was essential. It was also necessary to achieve "winter hardness" in a lawn, especially in the North of England, where a properly fertilised lawn was likely to come back into condition more quickly in the spring. MRS. ESTELLE LEIGH, Liverpool, asked for advice on dealing with the persistent mare's tail and was told that the plant's large root system and the difficulty of wetting the weed caused difficulty with paraquat. The plant took some time to die back and patience was necessary. However, killing off the top

growth did not appear to encourage extra secondary growths. A member of the Chester branch referred to the invasion of coarse grasses from surrounding areas. DR. STUBBS agreed that the fine turf grasses in lawns were at a disadvantage against the coarser indigenous varieties. It was therefore essential to feed a lawn regularly, and he also felt that many people mowed too closely. A slightly longer grass meant a greener lawn. MR. W. BRYAN asked how serious was the effect of paraquat on bird life, and DR. STUBBS said the quick answer was "not so serious as some people considered." A problem that had arisen from the use of organophosphorus compounds as seed dressings had been remedied. Most weed killers and fungicides were "pretty free of troubles," and much "loose thinking" had been due to reckless and widespread use of agricultural chemicals in the United States of America. In the United Kingdom steps had been taken to ensure controls.

Advances in Pharmaceutical Technology" by Dr. A. Richter (Geigy, S.A., Switzerland), "Stereochemical Features of Drug Design and Drug Metabolism" by Professor A. H. Beckett (Chelsea College of Science and Technology) and "Enzymatic Analysis" by Dr. H. Bergmeyer (C. F. Boehringer Co., West Germany), "Technical Improvement of Parenteral Rehydration Therapy" by Dr. P. Andrey (Vifor Laboratories, S.A., Switzerland), and "Enzyme Inhibitors and their Therapeutic Applications" by Dr. S. F. Afeiche (Bayer, A.G., Lebanon).

Manufacturers' Responsibilities

Professor E. Shotton presided at the first session on the second day when lectures were given on "Pharmaceutical Products: Development and Responsibility of the Manufacturer" by Dr. M. R. Donikian (Sterling-Winthrop, U.S.A.), "Pharmaceutical Industry, Curse or Blessing for Pharmacy as a Science?" by Dr. M. Tausk (N. V. Organon, Holland), "Responsibility of the Manufacturer in the Quality Control of Drugs," by Mr. H. I. Mitchell (Schering Corporation, U.S.A.) and "Arabic Texts on Medicine and Pharmacy in Medieval Islam," by Dr. S. Harmarneh (Smithsonian Institution, U.S.A.).

Professor A. H. Beckett was in the chair during the next session when the papers were "Modern Tablet Making" by Mr. A. W. Newberry (The British Drug Houses, Ltd.), "Compression of Powders" by Professor E. Shotton (School of Pharmacy, University of London), and "Development of Delayed Release Dosage Forms" by Mr. K. J. Murton, (Nicholas Research Institute Ltd., Great Britain). Final day's lectures were on "Drug Distribution in Man and the Influences of Drug Formulation" by Professor Beckett, "Recent Developments in Ergot Alkaloid Research" by Dr. A. Hofman (Sandoz, S.A., Switzerland), discoverer of LSD (lysergic acid diethylamide), "Pharmacy in the British National Health Service" by Dr. T. D. Whittet.

"Alterations des Medicaments" by Professor M. Garnier (French Faculty of Medicine and Pharmacy, Beirut). "Advances in Titrimetric Analysis" by Dr. K. A. Connors (University of Wisconsin, U.S.A.), and "From Witch Doctor to Modern Drug" by Professor Beckett.

At the closing session Dr. J. L. Wilson outlined plans for a new medical centre complex that is under construction and hoped to be completed by 1970. The complex will comprise a 450-bed hospital, buildings for teaching and clinical research and for a post-graduate education, a health sciences library, and buildings for the medical basic sciences, the schools of pharmacy, nursing and public health.

N.H.S. STATISTICS

In BLACKPOOL during January 102,955 prescriptions (65,430 forms) were dispensed at a total cost of £54,633. Average cost per prescription 127/36d.

In CORNWALL during January contractors dispensed 165,273 prescriptions (108,895 forms). Total cost was £98,636, an average of 143/23d. per prescription.

PHARMACY SEMINAR AT BEIRUT

British pharmacists participate in university celebrations

AS part of the centenary celebrations of the American University of Beirut, Syria, a fifth pharmacy seminar was held (simultaneously with the seventeenth Middle East Medical Assembly, Middle East Dental Assembly and first nursing seminar). A number of leading British pharmacists took part. Chairman of the seminar was Professor Amin Haddad (professor of pharmaceuticals in the University).

The university was chartered by the State of New York, U.S.A., in 1863, and founded on December 3, 1866, by the Reverend Daniel Bliss, who was its president until 1903. It comprises four faculties, arts and sciences, medical sciences, engineering and architecture, and agricultural sciences, each including one or more schools or programmes. The University has a 75-acre campus on a hill rising from the Mediterranean coast. From the sea it is separated by only a road and promenade beneath which a tunnel gives access to the university's own bathing beach. The main and four faculty libraries contain 240,000 volumes, 3,750 current periodicals, 1,613 manuscripts and 650 phonograph recordings. Of the staff of 533 faculty members, 69 per cent. are from Arab countries, 26 per cent. from the United States, Canada and Europe, and 5 per cent. from other countries. Students currently at the university number 3,246 (24 per cent.

women) from 58 countries and representing twenty-four religious groups, over three quarters of them from Lebanon and other Arab countries of the Middle East and North Africa. In 1966, 561 students graduated bringing to 11,755 the total of degrees awarded since 1870.

The university's faculties of medical sciences includes a school of pharmacy established in 1871 to give candidates from Lebanon and other Middle East countries the opportunity for sound training in the art and science of pharmacy. The school endeavours to provide opportunities for its students to develop and demonstrate initiative, creative ability, and professional leadership. From its foundation until June 1966, 885 students, fifty-seven of them women, graduated. The School's Bachelor of Science programme comprises four academic years of study and nine months of practical experience in an approved pharmacy (and completed during the long summer vacations). A Master of Science programme is additionally provided for suitable students.

Among participants at the seminar were former students of the University from many countries, and guests from Great Britain, the United States, Germany, Switzerland and Holland. At the first scientific session the chairman was Dr. T. D. Whittet (Chief Pharmacist, Ministry of Health, Great Britain).

Papers were presented on "Rôle of the Pharmaceutical Industry in the Progress of Medicine" by Dr. A. Riad (Hoechst, A.G., West Germany), "Recent



AT BEIRUT: Professor Shotton, Dr. T. D. Whittet, Dr. A. Connors and Mr. Namani.

NATIONAL PHARMACEUTICAL UNION

Executive considers 5-day-week proposal

THE Executive Committee of the National Pharmaceutical Union, which met in London on May 24 with Mr. H. G. Moss in the chair, considered a motion from a member in Worcester on the subject of a five-day week. The motion had been submitted earlier in the month to the Malvern area meeting (see *C. & D.*, May 20, p. 483). By prior arrangement with the chairman of that meeting, the member had agreed, on being assured that the matter would be fully considered by the Executive Committee and, if need be, subsequently by the Central N.H.S. Committee, not to move the resolution at that meeting. Terms of the motion were:

THAT the N.P.U. be asked to revise their decision to leave arrangements for a five-day week to local branches, and to adopt and promote the following plan on a national basis.

PLAN: To close from 1 p.m. Saturday until 1 p.m. Monday and to remain open until 8 p.m. on Friday.

After lengthy discussion, during which it was agreed that the proposals merited further consideration and action, it was resolved to refer them to the next meeting of the Union's General Practice Advisory Committee, when additional schemes suitable for differing local conditions could be prepared.

THE SECRETARY (Mr. J. Wright) gave a report of a meeting of May 8 at which representatives of the N.P.U., Pharmaceutical Society and Company Chemists' Association met officials at the Home Office. It was agreed to send a letter to the Home Office reaffirming the points that the N.P.U. representatives had made at the meeting.

N.P.U. Funds Safeguarded

Concern was expressed at the extent to which it had been necessary for N.P.U. funds to bear the cost of deficits arising from the accounts of the Central N.H.S. Committee. These had largely arisen from the need for investigations—in which Associated Industrial Consultants had been acting on behalf of the Central N.H.S. Committee—into the cost of providing the pharmaceutical service. It was agreed that the N.H.S. account should not be subsidised from N.P.U. funds and that the Central N.H.S. Committee should be advised accordingly.

MR. W. TALVAN REES, as newly re-elected chairman of the Marketing Policy Committee, announced that the Union's marketing staff would be preparing, for consideration at the next meeting, a detailed report on the next stage in the campaign to widen members' interest in stocking and selling N.P.U. products. The committee was also taking note of promotional efforts by the multiple chemists to attract the

public to their pharmacies for general pharmaceutical requirements. N.P.U. pharmacies, said Mr. Rees, had much to gain by participating in a nationwide movement aimed at establishing a corporate identity for private pharmacy. Only in that way would members of the public all over the country come to appreciate the advantages of obtaining their pharmaceutical merchandise at the sign of the green carboy.

MR. J. REED (chairman, Local Organisations Committee) reported that much time had been spent in discussing the establishment of a National Pharmaceutical Union (Scottish Pharmaceutical Federation) branch system in Scotland, and plans were now at a fairly advanced stage. Preliminary arrangements had been agreed for an autumn area meeting at Harrogate on Sunday, October 15, and a meeting of members in the South Wales area would be held on Sunday, November 5.

Business Services

MR. T. G. ANWYL (chairman of the Publications Committee) reported that formal approach had been made to the Board of Trade with a view to secur-

ing minor changes in the existing regulations, and it was known that the Union was being supported by other bodies concerned with the interests of general-practice pharmacists. It was expected that a questionnaire that had been sent out to a sample of members about their present weighing practices and equipment would provide much additional information. A medium-sized prescription book, suitable for members whose private prescription practice consisted mainly of prescriptions for oral contraceptive preparations, had been designed by the Committee and would shortly be added to the N.P.U. business publications. Negotiations with a manufacturer for a small size refrigerator suitable for use in pharmacies in which space was at a premium were proceeding satisfactorily.

MR. H. B. COULSON (chairman, training subcommittee) said five meetings proposed for the 1967-68 season included staff-training conferences and management seminars. It was agreed to consider at the next meeting a detailed outline of the scheme. It was hoped that a provincial technical college plan for a day-release course for pharmacy assistants would provide a useful "trial run" for the proposed City and Guilds course currently being evolved for pharmacy assistants.

HOUSE-DUST ALLERGY

Cause may be a mite

BRITISH specialists in asthma and related diseases have been following up reports of Dutch research that have indicated that the Psoroptid mite *Dermatophagoides pteronyssinus* may be responsible for most house-dust allergy, states the 1966 report of the Agricultural Research Council's pest infestation laboratory (H.M. Stationery Office, price 7s. 6d.). Nearly 100 samples of house-dust taken chiefly from the homes of asthma patients in South-east London and South Wales were examined at the laboratory. An extensive mite fauna was revealed. *D. pteronyssinus* occurred in 82 per cent.

of the samples. The Pyroglyphid *Euroglyphus maynei*, and species of *Glycyphagus* (chiefly the house-mite *G. domesticus*), also occurred fairly frequently. Predators belonging to the family Cheyletidae were numerous; their distribution tended to reflect that of the prey species present.

The report states that attempts to culture *D. pteronyssinus* are in progress and biological studies will be started when material is available. Cultures of *G. domesticus* and other species have been prepared and supplied to medical workers for clinical tests and experiments.

U.K. CHEMICAL EXPORTS

"Little Neddy" study group's report

THE export performance of the British chemical industry is impressive and compares favourably with those of the European and North American chemical industries, with the sole substantial exception of Germany, states a report of a study group by the Economic Development Committee for Chemicals published on June 8. The table below relates exports of chemicals to total output in the major producing countries over a period of 10 years.

Although in absolute terms U.K. exports of chemicals grew from £29

millions in 1937 to £439 millions in 1965 in relative terms the U.K. share dropped from 17 to 12 per cent.

Pharmaceuticals, valued at £457 millions, accounted for 12.2 per cent. of world chemical exports in 1965 and over the period 1954-65 they showed a yearly growth rate of 6.6 per cent. A questionnaire sent to 230 firms (covering 70 per cent. of the industry's exports), showed that in the capital intensive sector there is a limit to the proportion of output which can be exported while maintaining an appropriate level of return on capital.

	U.K. Prod. £m.	Export %	Germany Prod. £m.	Export %	France Prod. £m.	Export %	Italy Prod. £m.	Export %	U.S. Prod. £m.	Export %	Japan Prod. £m.	Export %
1954	1,086	19.6	979	22.5	—	—	—	—	6,929	5.5	—	—
1956	1,200	21.2	1,264	22.5	972	13.8	638	8.7	8,100	5.8	—	—
1960	1,757	18.7	1,864	24.8	1,230	17.8	955	10.1	9,900	6.4	—	—
1964	2,139	20.4	2,495	28.2	1,809	18.5	1,723	11.0	12,000	7.9	1,855	7.6

Source: O.E.C.D. "The Chemical Industry"

TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are augmented before wholesale dealers receive the goods into stock.

LONDON, JUNE 21: Freight rates on certain commodities are expected to rise as a result of the closure of the Suez canal, though the extra cost should make little difference to the selling price of affected items. Certainly there was no rush by buyers during the week to lay in stocks against such an eventuality. Prices of most CRUDE DRUGS were unchanged, the exceptions being mainly among SPICES. Seychelles CINNAMON BARK was easier and Ceylon quills came on offer again from origin. Nigerian GINGER was down 5s. per cwt. while forward offers of PEPPERS were mostly lower. Among AROMATIC SEEDS several were marked up by about 5s. per cwt. while in GUMS, prices of ACACIA continued to harden. MENTHOL was firm but there was little demand. Canadian SENEGA was easier in anticipation of new crop offers being received in the near future.

Shipments of Tinnevely SENNA from the port of Tuticorin during May included:

	U.K. tons	U.S. tons	EUROPE tons
SENNA			
LEAVES	—	122*	1
PODS	1	5*	—
	tons	tons	tons

* most for transhipment to Buenos Aires.

Dearer per lb. for shipment were Chinese and Brazilian PEPPERMINT OILS by threepence and one penny respectively, but spot quotations were unchanged as indeed were all other ESSENTIAL OILS.

Pharmaceutical Chemicals

BARIUM SULPHATE.—B.P., 50-kilo lots, 3s. 8d. to 3s. 9½d. as to package; 250-kilos from 3s. 3½d. to 3s. 5d.

BEMEGRIDE.—B.P.C. is 320s. per kilo.

BORAX.—B.P. grade, 1 ton and upwards in sacks. Granular, £56 10s.; crystals, £60; powder, £61; extra fine powder, £62 per ton. Less £1 in paper bags. Anhydrous £61 10s. 0d. in paper bags, c.p. in Great Britain. Surcharge for less than 1 ton but not less than 10 cwt., 2s. per cwt.; 5 to 9 cwt., 10s.; 1 to 4 cwt., 20s.

CHLOROPHYLL.—Water soluble, 100 per cent. (medicinal grade), 250s. per lb.; oil soluble, 25s. per lb.

GLYCERIN.—B.P. (per cwt.).

	Over 25 tons	5 tons and under 25 tons	1 ton and under 5 tons	Under 1 ton
	s. d.	s. d.	s. d.	s. d.
5 cwt. drums	220 0	222 0	225 0	231 0
22 cwt. "	223 0	225 0	228 0	234 0
56 lb. tins	227 0	229 0	232 0	238 0
28 lb. "	249 0	251 0	256 0	265 0
14 lb. "	253 0	255 0	260 0	269 0

IODIDES.—(Per kilo). POTASSIUM, 21s. 6d. (for 50-kilo lots). SODIUM, 28s. 6d. (for 25-kilo lots). AMMONIUM, 46s. 6d.

IODINE.—RESUBLIMED in less than 50-kilo lots, 30s. 6d. per kilo; 50 kilos and over, 29s. 9d. Minimum delivered rates for CRUDE is 13s. 7d. per kilo.

IODOFORM.—Powder (per kilo), 55s. 3d. in 50-kilo lots; less than 50 kilos, 56s. 9d. Crystals are 6s. 6d. per kilo more.

MAGNESIUM CARBONATE.—1-ton lots: LIGHT, 129s.; HEAVY, 148s. per cwt.

MAGNESIUM HYDROXIDE.—B.P.C., 1-cwt. lots, 4s. 1d. per lb.; 1-ton, 3s. 8d. per lb.

MAGNESIUM OXIDE, B.P.—LIGHT, 1-cwt. lots, 4s. per lb., 1-ton, 3s. 9d.; HEAVY, 5s. 10d. per lb.

MAGNESIUM PEROXIDE.—B.P.C. (15 per cent.), 3s. 11d. per lb. for 1-cwt. lots.

MAGNESIUM PHOSPHATE.—TRIBASIC, B.P.C., 1949, 10s. 1d. per kilo, in sacks; DIHYDROGEN, 9s. kilo for 50-kilo lots.

MAGNESIUM SULPHATE.—B.P. in minimum 1-ton lots from £21 to £25 per ton. EXSICCATED, £61 per ton, ex works.

MAGNESIUM TRISILICATE.—(Per lb.), Under 5-cwt. lots, 4s. 3d.; 1-ton, 3s. 6d.

Crude Drugs

ACONITE.—Spanish *napellus* short at 3s. 6d. per lb.; shipment, 3s. 3d. c.i.f.

BUCHU.—LEAVES, short, 11s. 6d. per lb.; supplies at origin virtually cleared.

CHAMOMILE.—Belgian flowers, 15s. to 16s. per lb., spot; German type, 7s. 6d.

CHERRY BARK.—Thin natural, on spot, 2s. 6d. per lb.; shipment, 2s. 3d. c.i.f.

CINNAMON.—BARK, Seychelles, 160s. cwt. spot; shipment easier at 127s. 6d. c.i.f.; Ceylon QUILLS for shipment, five 0's, 9s. 6d. lb.; two 0's, 8s. 4d.; seconds, 7s. 5d.; quillings, 4s. 9d. all c.i.f.

COCHINEAL.—(Per lb.). Canary Isles silver-grey, 19s. 6d. spot; black brilliant, 20s. 9d. (19s. 9d., c.i.f.); Peruvian silver-grey, 12s. 6d. (12s., c.i.f.).

GINGER.—(Per cwt.). Nigerian split, easier at 97s. 6d. spot, no shipment prices quoted; peeled, 155s., shipment; 150s., c.i.f. African, 155s. Jamaican No. 3, 255s. (245s., c.i.f.); Cochin, 200s. (185s., c.i.f.).

GUM ACACIA.—Kordofan cleaned sorts, 270s. per cwt., spot; shipment, 240s., c.i.f.

HONEY.—(per cwt., ex store). Australian light, amber, 135s. to 140s.; and medium amber, 115s. to 120s. Argentine, 105s. to 110s.; Canadian, 172s. 6d. to 175s.; Mexican, 115s. to 120s.; Chinese, 85s. to 100s.

LANOLIN.—ANHYDROUS, B.P. is from 2s. 2½d. to 2s. 6d. per lb. in 1-ton lots delivered free drums. Commercial grades from 1s. 4½d. and cosmetic, 2s. 8d.

LEMON PEEL.—Spot, 1s. 9d. per lb.; partially extracted, 1s.

MENTHOL.—(Per lb.). Chinese shipment, 30s. 6d., c.i.f.; spot, 31s. 6d., in bond. Brazilian for shipment, 28s., c.i.f.; spot, 30s. in bond.

MERCURY.—Spot, £190 per flask of 76 lb., ex warehouse.

NUTMEGS.—(Per lb.). West Indian, spot, 80's, 11s. 6d.; shipment, 8s. 9d., c.i.f., defectives, 4s. 3d., c.i.f.; East Indian for shipment, b.w.p., 3s. 3d.; 110's, 6s. 5d.; 80's, 7s. 4d., all c.i.f.

PEPPER.—White Sarawak, spot, 3s. 9d., shipment, 3s. 0½d. per lb., c.i.f. Black Sarawak, 2s. 9d. spot nominal (2s. 3½d., c.i.f.). Black Malabar, 305s. per cwt. c.i.f., Brazilian black No. 1, 2s. 9d. lb. duty paid.

SEEDS.—(Per cwt.). ANISE.—Cyprian, 225s., c.i.f. CARAWAY.—Dutch, 145s. spot. CELERY.—Indian, 160s. spot; shipment, new crop for July-August, 155s., c.i.f. CORIANDER.—Spot, Rumanian splits, 120s., duty paid; shipment, Moroccan new crop for June-July, 85s., c.i.f. CUMIN.—Spot, Cyprian, 250s.; Indian, 240s.; Iranian, 215s., duty paid; shipment, Cyprian, 230s.; Indian, 235s.; Iranian, 160s. all c.i.f. DILL.—Indian, 115s., spot; shipment, 100s., c.i.f. FENNEL.—Spot, Chinese, 125s., duty paid; Indian, 140s. (145s. c.i.f.). FENUGREEK.—Moroccan, 81s., duty paid; shipment, 61s., c.i.f. MUSTARD.—English, 75s. to 105s. quoted, according to quality.

SENEGA.—Canadian, 32s. per lb., spot; to arrive 31s., c.i.f.; Japanese, from 19s. 6d. duty paid.

TURMERIC.—Madras finger quoted at 140s. per cwt. spot; shipment, 117s. 6d., c.i.f.

WAXES.—(Per cwt.). BEES'—Dar-es-Salaam, 820s., c.i.f. nominal. CANDELILLA, spot, 465s.; forward, 460s., nominal. CARNAUBA, fatty grey, spot, 290s. (270s., c.i.f.), prime yellow spot, 410s. (390s., c.i.f.).

Essential and Expressed Oils

ANISE.—Chinese, spot, 11s. 3d. lb.; shipment, 10s. 9d., c.i.f.

BOIS DE ROSE.—Brazilian, spot, 22s. 6d. per lb.; shipment, 21s. 6d., c.i.f.

CALAMUS.—Spot from 55s. to 60s. per lb.

CAMPOR, WHITE.—Chinese for shipment, 4s. 2d., c.i.f., per kilo; spot, 2s. 5d. lb., duty paid.

CANANGA.—Spot from 32s. 6d. per lb.

CARDAMOM.—Imported, 610s. per lb.; English distilled, 800s.

CELERY.—Indian, 100s. per lb.; English, 200s.

CHENOPODIUM.—From 38s. per lb.

CINNAMON.—English-distilled, 75s. per oz.; other B.P. oils from 22s. to 130s. per lb. Ceylon leaf, 23s.; Seychelles leaf rectified from 9s. 9d., spot.

CLOVE.—Madagascar leaf for shipment, 7s. 9d., c.i.f. spot 8s. 9d. duty paid. Rectified, 10s. Distilled bud oil ENGLISH, B.P., 26s. per lb., for 1-cwt. lots.

CORIANDER.—From 40s. per lb. spot.

CUBEB.—Spot supplies of English are 90s. per lb.

CUMIN.—English distilled oil, 125s. per lb. imported, 90s. to 100s.

DILL.—Imported from 36s. per lb., spot.

EUCALYPTUS.—Chinese, 80-85 per cent., 8s. 9d. per kilo in bond; shipment, 8s. 3d., c.i.f.

FENNEL.—Spanish sweet, 16s. per lb., duty paid.

GERANIUM.—Bourbon, 85s. to 87s. 6d., spot; Algerian, 75s. lb.

LAVANDIN.—French from 20s. to 27s. per lb., as to quality.

LAVENDER.—French from 40s. to 60s. per lb. as to quality.

LEMONGRASS.—Spot, 24s. per kilo shipment, 23s., c.i.f.

NUTMEG.—East Indian B.P. oil is about 73s. per lb. English distilled, 110s.

ORANGE.—Floridan sweet, 5s. per lb.; Spanish from 19s. 6d.; Sicilian butter, 65s.

PALMAROSA.—Shipment, 165s. per kilo, c.i.f.; spot, 170s. per kilo.

PATCHOULI.—Spot, 30s. to 35s. per lb., duty paid; shipment, 25s. to 27s. 6d., c.i.f.

PEPPERMINT.—(per lb.). *Arvensis*; Chinese for shipment, 9s. 6d., c.i.f.; spot, 10s. 3d. Brazilian for shipment, 8s. 3d., c.i.f.; spot, 8s. 6d. *Piperita*; Italian spot, 95s.

PETITGRAIN.—Paraguay for shipment, 14s. 9d., c.i.f.; spot, 15s. 3d. per lb.

SPEARMINT.—American oil on the spot 74s. to 80s. per lb. Chinese, spot, 62s. 6d. per kilo; shipment 52s. 6d.

VETIVERT.—Bourbon, spot, 85s. per lb.

UNITED STATES REPORT

NEW YORK, JUNE 20: ASCORBIC ACID was lowered 40 cents to \$4.10 kilo and the Sodium salt by 25 cents to \$4.75. SODIUM BENZOATE was lifted 3 cents per lb to 38 cents for U.S.P. grade. IPECACUANHA eased by 25 cents to \$8.50 lb.

TRADE MARKS

APPLICATIONS ADVERTISED BEFORE REGISTRATION

"Trade Marks Journal," June 7, No. 4632

For non-medicated toilet preparations and toilet articles, all being sold in boxes or similar containers (3)

HAPPYPAK, 899,848, by Universal Home Appliances, Ltd., Birmingham, 5.

For soaps; household cleaning preparations and polishing preparations, none being laundry or washing preparations; perfumes, non-medicated toilet preparations, cosmetics, dentifrices and preparations (being toilet articles, not medicated) for the care of the mouth and teeth (3)

KLEX, 901,812, by Colgate-Palmolive Co., New York, U.S.A.

For veterinary substances; insecticides, larvicides, fungicides and pesticides; preparations for killing weeds and destroying vermin (5)

DURATOX, 898,208, by Shell International Petroleum Co., Ltd., London, S.E.1.

For medicated eye solutions (5)

EPIFRIN, 898,413, by Allergan Pharmaceuticals, Inc., Santa Ana, California, U.S.A.

For pharmaceutical, veterinary, and sanitary substances; disinfectants; preparations for killing weeds and destroying vermin (5)

AMDAL, 898,520, by Abbott Laboratories, North Chicago, Illinois, U.S.A.

For pharmaceutical preparations and substances for human and veterinary use (5)

SUPRESIN, 898,700, by Imperial Chemical Industries, Ltd., London, S.W.1. EMITREX, 899,532, by CIBA, Ltd., Basle, Switzerland.

For pharmaceutical preparations and substances for veterinary use (5)

EWITOX, 898,926, by Day, Son & Hewitt, Ltd., London, W.1.

For pharmaceutical preparations for use as aids to slimming (5)

ADIFUGE, 898,722, by Charles Dupont, Le Sentier, Vaud, Switzerland.

For medical and surgical plasters; and materials prepared for bandaging (5)

CALMEDIC, 899,472, by Calmic, Ltd., Crewe, Ches.

For iron carbohydrate injections for the treatment of piglet anaemia (5)

Device with words VETEX 200, B899,555, by Crown Chemical Co., Ltd., Lamberhurst, Kent.

For pharmaceutical, veterinary and sanitary substances and disinfectants, all in capsule form; infants' and invalids' food; medical and surgical plasters; and dental preparations (5)

SPINCAPS, 899,736, by Fisons Pharmaceuticals, Ltd., Loughborough, Leics.

For medicines for human beings and for animals (5)

AMBOSTA, 899,758, by Farbenfabriken Bayer, A.G., Leverkusen-Bayerwerk, Germany.

For pharmaceutical preparations and substances for human and veterinary use; sanitary substances; deodorants; medical and surgical plasters; material prepared for bandaging; and disinfectants (5)

Device, 901,007, by Calmic, Ltd., Crewe, Ches.

For shaving instruments, hair cutting machines (for personal use), and parts and fittings (8)

VOYAGER, B897,963, by Philips Electrical, Ltd., London, W.C.2.

For sunglasses and lenses for sunglasses (9)

RAY-BAN, 848,500, by Bausch & Lomb, Inc., Rochester, New York, U.S.A.

For scientific and laboratory apparatus and instruments, all for testing tissue samples (9)

TISSUE-TEK, 894,731, by Miles Laboratories, Inc., Elkhart, Indiana, U.S.A.

For electrically heated hair rollers (9)

PANDORA, 896,941, by Setatome, Ltd., London, W.1.

For optical, photographic and cinematographic apparatus and instruments; and parts (9)

LUSTRE FLEX, 898,676, by Rosley, Ltd., Wembley, Middlesex.

For binoculars and photographic and cinematographic apparatus and instruments; and parts (9)

ROSLEY, 898,677, by Rosley, Ltd., Wembley, Middlesex.

For lenses and optical apparatus (9)

ORMA, 899,579, by Orma Optical Co., Ltd., Hayes, Middlesex.

For combs and sponges; brushes; toilet articles; all for use in beautifying the eyes (21)

TRILASH, 898,366, by Eylure, Ltd., Welwyn Garden City, Herts.

PATENTS

COMPLETE SPECIFICATIONS ACCEPTED

From the "Official Journal Patents," June 14

Methylenedioxyquinoline derivatives. Warner-Lambert Pharmaceutical Co. 1,076,828.

Acetamide derivatives. E. R. Squibb & Sons, Inc. 1,076,833.

Dentifrice. Chemische Fabrik Budenheim Rudolf August Oetker. 1,076,851.

2,4-Diamino-6-substituted pyrimidines. Smith, Kline & French Laboratories. 1,076,867.

(Phenoxy) phenylacetic acids and derivatives thereof. Merck & Co., Inc. 1,076,871.

Liquid fertilisers. Fisons Fertilisers, Ltd. 1,076,901.

Preparation of polypeptides. Sandoz, Ltd. 1,076,903.

Nitroparaphenylenediamine derivatives. L'Oreal. 1,076,915.

Process for the manufacture of 3-unsubstituted 6-chloro- Δ^3 :5-steroids. Farbwerke Hoechst, A.G. 1,076,933.

β -arylsulphonyl ethyl thiosulphuric acids, their metal salts and process for preparing them. Farbwerke Hoechst, A.G. 1,076,937.

Steroid 6-substituted-methyl-4,6-dien-3-ones. British Drug Houses, Ltd. 1,076,962-63.

2-Aminoindane derivatives. Chemische Werke Albert. 1,076,966.

Process for the preparation of dry, solid choline salicylate-containing compositions. Hoffman-Taff Inc. 1,076,968.

Manufacture of lead 2:4-dinitroresorcinate. Minister of Technology. 1,076,981.

Local anaesthetics containing ORN α -vasopressin. Sandoz, Ltd. 1,076,984.

Azepines. Upjohn Co. 1,077,011

Azepines and the manufacture thereof. Upjohn Co. 1,077,012-13.

Steroids and the manufacture thereof. Upjohn Co. 1,077,037.

Choline derivative and therapeutic compositions containing it. H. E. J. M. Meunier. 1,077,039.

Synthesis of chromanones. Benger Laboratories, Ltd. 1,077,066.

Detergent tablet. Unilever, Ltd. 1,077,067.

1-substituted-3,4-dihydroisoquinolines. Pfizer, Ltd. 1,077,089.

Process for the production of 7-amino-3-phenylcoumarin compounds. Farbenfabriken Bayer, A.G. 1,077,114.

Medicament for affections of mucous membranes. L. Nouvel. 1,077,136.

Applicator for use in the therapeutic treatment of skin. N. A. Macleod. 1,077,143.

Apparatus for production of virus in eggs. Merck & Co., Inc. 1,077,182.

Selective herbicidal compositions. Farbenfabriken Bayer, A.G. 1,077,194.

Sulphonamides and a process for the manufacture thereof. F. Hoffmann-LaRoche & Co., A.G. 1,077,273.

Insecticidal and acaricidal compositions. Farbenfabriken Bayer, A.G. 1,077,286.

Compositions for inhibiting body odours. R. T. Vanderbilt Co., Inc. 1,077,289.

Cosmetic preparations. L'Oreal. 1,077,290.

Detergent compositions. Procter & Gamble Co. 1,077,333.

Steroids. Lepetit, S.p.A. 1,077,392-93.

Vitamin-containing compositions. F. Hoffmann-La Roche & Co., A.G. 1,077,439.

Method of obtaining important constituents from pollen. A. B. Cernelle. 1,077,441.

Mercapto-phenoxyethyl-penicillins and a process for their manufacture. Farbwerke Hoechst, A.G. 1,077,465.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from July 26.

PRINT AND PUBLICITY

ONE of America's top advertising awards—A "Clio"—has been won by Polaroid (U.K.), Ltd., Rosanne House, Welwyn Garden City, Herts., for a television commercial on a colour-pack camera. The "commercial," in use during 1966, featured comedian Bob Monkhouse using a pack camera on the beach in Venice, has won joint first prize in the international category "best personality and gift section" of the second annual American T.V. Commercials Festival.

PRESS ADVERTISING

LILIA-WHITE (SALES), LTD., Charfrod Mills, Birmingham, 8: New Lilia. In *Woman and Woman's Own*.

PUBLICATIONS

Booklets and Leaflets

APEX CONSTRUCTION, LTD., 15 Soho Square, London, W.1: Apex vibratory ball mills (4-p. leaflet).

JAMES A. JOBBING & CO., LTD., Wear Glass Works, Sunderland: *Jobbinglass* No. 7 (includes an article on use of the company's glass equipment in new research block of Pfizer, Ltd., Sandwich, Kent).

JAMES NORTH & SONS, LTD., P.O. Box 3, Hyde, Ches: Comparative tables of resistance of PVC nitrile, neoprene and latex industrial gloves to a wide range of chemicals (8-p. folder).

COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of week of insertion.

Tuesday, June 27

CENTRAL N.H.S. (CHEMIST CONTRACTORS) COMMITTEE, 17 Bloomsbury Square, London, W.C.1, at 2.30 p.m. Meeting of representatives of Local Pharmaceutical Committees. (Tickets only.)

NATIONAL PHARMACEUTICAL UNION GROUP OF ORGANISATIONS, 17 Bloomsbury Square, London, W.C.1. Annual meetings. At 7 p.m. N.P.U. Holdings, Ltd. (shareholders only); 7.30 p.m., Chemists' Sickness and Provident Society; 7.40 p.m., Chemists' Mutual Insurance Co., Ltd.; 7.50 p.m., Chemists' Defence Association, Ltd.; 8 p.m., National Pharmaceutical Union.

Wednesday, June 28

BOURNEMOUTH BRANCH PHARMACEUTICAL SOCIETY, Medical Centre, Boscombe, at 1.20 p.m. Dr. G. Swift on "The Problems of Training in General Practice"; Cornelia nurses' hostel, Poole, at 1.20 p.m. Miss G. D. Hall on "Communication and Co-operation."

Thursday, June 29

WOLVERHAMPTON BRANCH, PHARMACEUTICAL SOCIETY, Motor car treasure hunt, starting from lay-by on A454, $\frac{3}{4}$ -mile beyond Fox Hill, Shipley, at 7.15 p.m.

Sunday, July 2

EAST METROPOLITAN BRANCH, PHARMACEUTICAL SOCIETY and WEST HAM PHARMACISTS' ASSOCIATION. Car outing leaving Wake Arms roundabout at junction of A11 and A12 at 2.30 p.m. Tea at Dunmow at 5.15 p.m. (price 5s. 6d. each).

Courses and Conferences

INSTITUTE OF PHARMACY MANAGEMENT, Training Centre, Research and Marketing, Ltd., 41 Duke Street, London, W.1, October 9-12. Course in pharmacy management (fee £26 5s.). Registered students of the Institute may obtain exemption from their membership examination if successful in passing a test that will be set at the end of the course. Details should be obtained from Research and Marketing, Ltd.

Prescribers Press

What doctors are reading about developments in drugs and treatments

A NEW semisynthetic penicillin that is active against *Pseudomonas pyocyanea* has been investigated at Edgware General Hospital and the Wright-Fleming Institute, St. Mary's Hospital, London. It is disodium α -carboxybenzylpenicillin (carbenicillin; Pyopen) and is a product of Beecham Research Laboratories. The compound is less active than other penicillins against Gram-positive cocci, and it is inactivated by staphylococcal penicillinase. But against Gram-negative organisms it has a wider range of activity than either ampicillin or cephaloridine. *Proteus* spp., including many resistant to other penicillins, are sensitive to carbenicillin and good results have been obtained against *E. coli*. *Ps. pyocyanea* is sensitive only to high concentrations but high dosage treatment in bacteraemia due to the organism is justified, say the authors, because of the low toxicity of penicillins compared with other antibiotics (such as polymyxins and gentamycin) active against it. In *Pseudomonas* bacteraemia the antibiotic could prove life saving, though 5 per cent. of strains are still not sensitive to practicable blood levels. Since most *Ps. pyocyanea* infection is acquired by cross-infection in hospitals, the authors therefore warn that widespread use of carbenicillin might result in the resistant organisms becoming predominant if the antibiotic's use is not controlled. Dose in most patients in the trials reported was 1 gm. intramuscularly four times daily (amounts absorbed after oral administration are insignificant). (*Lancet*, June 17, p. 1289.) [Supplies of Pyopen are at present available only for emergency treatment following spe-

cialist application direct to Beecham Research Laboratories—EDITOR.]

THERE is a place for treating patients with iron malabsorption with Ferrograd C tablets (containing ferrous sulphate in slow release form and ascorbic acid), say workers at Manchester Royal Infirmary. They have followed the daily rise in haemoglobin over the last month of treatment in forty-five patients with iron-deficiency anaemia and found Ferrograd C marginally more effective than the same tablet without ascorbic acid. In five patients with malabsorption, the response to the preparation with ascorbic acid was almost equal to the response in patients without iron malabsorption. The authors say that ideally 700 mgm. of ascorbic acid should be included in each tablet (against 500 mgm. in Ferrograd C) but the additional bulk might make swallowing difficult for some patients. (*Lancet*, June 17, p. 1297.)

SUCCESSFUL contraception, without inhibition of ovulation, through the daily administration of a low dose of a progestogen (chlormadinone acetate), is reported by workers in Mexico. One effect of oral contraceptives currently in use is to inhibit ovulation as a result of the action of both the oestrogen and the progestogen they contain. Chlormadinone also inhibits ovulation in high dosage, but early trials suggested that the effect was dose dependent and in the present trial it has been found that a daily dose of 0.5 mgm. produces contraception without inhibition of ovulation. Used for a total of 8,091 cycles in 949 non-lactating women only one "failure" was recorded (though a further thirteen pregnancies were attributed to "medication omissions"). Menstrual cycles were mainly of twenty-five to thirty-five days but irregularities appeared to be the chief problem of the method. It is suggested they may be resolved by further lowering the dosage. Although the mechanism of action of the progestogen is not yet defined, it was suggested by the trial that gonadotrophic and gonadal hor-

mone production is not interrupted. The compound also provided contraception during the nursing period though the authors warn that objective studies are required on possible effects of the drug on lactation. Use-effectiveness rates fell well within those for combination and sequential methods and the daily administration method has the obvious advantage of simplicity. (*B.M.J.*, June 17, p. 730.)

CONTEMPORARY THEMES

Subjects of contributions in current medical and technical publications

- PHARMACEUTICAL PREPARATIONS, Flavour in. *Pharmaceuticalist*. March, p. 22.
- PERSONS, PRODUCTS AND PROGRESS IN PHARMACY. *Pharmaceuticalist*. March, p. 58.
- CARBENICILLIN. Clinical and laboratory studies with. *Lancet*. June 17, p. 1289.
- FERROUS SULPHATE WITH ASCORBIC ACID IN IRON-DEFICIENCY ANAEMIA. *Lancet*. June 17, p. 1297.
- R FACTORS MEDIATE RESISTANCE TO MERCURY, NICKEL AND COBALT. *Science*. May 26, p. 1114.
- ANAEROBIC BIODEGRADATION OF DDT TO DDD IN SOIL. *Science*. May 26, p. 1116.
- ANTIMETABOLITES IN BREAST AND COLON CANCER. *J. Amer. med. Ass.* May 29, p. 770.
- ADVERSE DRUG REACTIONS AND THE HOSPITAL PHARMACIST (symposium). *Amer. J. hosp. Pharm.* May, p. 268.
- DAILY PROGESTOGEN FOR CONTRACEPTION: a Clinical Study. *Brit. med. J.* June 17, p. 730.
- PLASMA SALICYLATE LEVELS IN ACUTE POISONING IN ADULTS. *Brit. med. J.* June 17, p. 738.
- INTRACRANIAL HYPERTENSION IN A CHILD during treatment with nalidixic acid. *Brit. med. J.* June 17, p. 744.

WORLD TRADE

Italian Aerosol Contracts.—Solfrene of Corsico, Milan, the largest company in the Italian aerosol industry, recently received a Russian delegation which made arrangements for purchasing aerosol plant and machinery for the pharmaceutical industry. Delegates from Brazil also recently signed a contract with Messrs. Solfrene for the supply of valves.

COMMERCIAL TELEVISION

The information given in the table is of number of appearances and total screen time in seconds. Thus 7/105 means that the advertiser's announcement will, during the week covered, be screened seven times and for a total of 105 seconds.

Period—July 2-8

PRODUCT	London	Midland	North	Scotland	Wales & West	South	North-east	Anglia	Ulster	Westward	Border	Grampian	Eireann	Channel Is.
Alka-Seltzer ...	3/90	3/90	3/135	3/90	3/90	3/90	3/90	3/90	3/90	3/90	3/90	3/90	3/90	3/90
Anadin ...	2/60	3/67	2/60	2/37	4/120	5/127	1/30	5/127	2/60	3/90	2/60	3/90	—	2/60
Andrews liver salts ...	—	3/45	4/60	2/30	4/120	2/30	5/75	3/45	3/45	2/60	4/60	3/45	2/30	3/45
Askit powders and tablets ...	—	—	—	7/49	—	—	—	—	—	—	3/21	2/14	—	—
Bisodol ...	4/28	—	—	—	3/21	—	—	—	6/30	—	—	—	—	—
Dettol ...	2/90	3/135	2/90	1/45	1/45	—	—	1/45	—	—	—	3/135	—	—
Disprin ...	2/30	2/30	1/15	1/15	1/15	1/15	1/15	—	2/30	1/15	2/30	2/30	—	1/15
Freezone ...	—	1/15	2/22	2/22	5/35	—	1/15	—	3/45	—	—	2/14	—	—
Haze ...	3/45	1/15	2/30	1/15	1/15	1/15	1/15	1/15	1/15	1/15	1/15	1/15	—	1/15
Immac ...	4/120	1/30	2/60	1/30	2/70	3/90	1/40	1/40	1/30	1/30	2/14	2/70	—	2/60
Kwells ...	2/14	2/14	2/14	2/14	3/21	2/14	2/14	2/14	—	2/14	2/14	2/14	—	3/21
Milk of Magnesia tablets ...	—	—	—	—	—	—	—	—	—	—	—	—	—	5/150
Nair ...	—	—	—	3/45	3/45	—	3/45	—	3/45	3/45	3/45	—	—	3/45
Polaroid cameras ...	2/60	2/60	4/120	3/90	4/120	2/60	4/120	3/90	3/90	4/120	3/90	4/120	—	5/150
sunglasses ...	1/30	1/30	—	—	—	—	—	—	—	—	—	—	1/30	—
Powerin ...	—	2/14	—	—	—	—	—	—	—	—	—	—	—	—
Radox ...	3/60	3/60	3/90	3/90	3/90	3/60	3/90	3/60	—	—	—	—	—	3/90
Steradent ...	2/60	2/60	1/30	1/30	1/30	1/30	2/60	1/30	1/30	2/60	2/60	2/60	—	—
Wonder Set ...	4/60	1/15	4/60	—	1/15	2/30	5/75	2/30	3/45	5/75	3/45	3/45	—	2/30
Wright's coal tar soap ...	1/15	1/15	1/15	—	1/15	—	1/15	1/15	—	1/15	1/15	—	—	—

cumulative price changes

AMENDING C & D QUARTERLY PRICE LIST FOR JUNE 1967

711 (1113 S & B) bath cubes 911S 34 3 9 5 5 1 hand cream 9122 38 10 10 8 5 9 talcum perfumed 9121 50 8 13 11 7 6 hand cream 9106 — — — — — — Acthar (61 APC) ts4B gel 20iu/ml 5 mls 16 0ea — — — 40iu/ml 2 mls 11 6ea — — — 40iu/ml 5 mls 26 6ea — — — Adcortyl-E (1176 Squibb) cream 1Sgm — — — — — — Adcortyl-EG (1176 Squibb) cream 1Sgm — — — — — — ointment 1Sgm — — — — — — Agfa (16 AGL) binoculars 8 x 30 — — — 406 0 case — — — — 66 7 — 10 x 40 — — — 544 0 case — — — — 74 0 filters, slip on — — — — — — mount 30-32mm — — — 32 9 35-5mm — — — 36 3 46mm — — — 45 11 lens hoods 30mm — — — 11 10 32mm — — — 13 10 Aireys (203 Brynn) soothing syrup 20 0 4 11 2 10 Kaba (981 Picot) perfume 1oz 92 6 25 S 13 9 Ambassador (1363 Zygmunt) Ambassador (1593 Ambassador) Ambré Solaire (525 Golden) satin aerosol 86 0 23 8 12 8 Andre Philippe (48 AP) shampoo liquid 16 — — — — — Arlef 100 (938 PD) Kapsaels 50 18 0ea 4 11 1/2ea 31 11 1/2 250 86 8ea 23 10ea 153 10 Artem (1320 WSP) ts1 hand care 4oz 48 0 12 11 — — Ayrton (78 AS & Co.) antiseptic cream 8 0 2 2 1/2 1 3 13 0 3 7 2 0 old packs — — — — — — Armenie (422 EG) existing entry Armenie (793 MFL) pure yeast extract — — — — — — 1 1/2oz 13 6 — — — 1 6 3 1/2oz 22 6 — — — 2 6 7oz 36 0 — — — 4 0 16oz 67 6 — — — 7 6 7lb 21 0ea — — — 28 0 low sodium 3 1/2oz 24 9 — — — 2 9 7oz 39 0 — — — 4 4 7lb 22 9ea — — — 29 9 Beaux' Stratagem (512 GF) men's Cologne — — — — — 17 6 Bedilian (859 Moore) tablets 50 12 0ea 3 4ea 20 6 250 54 6ea 14 5ea 92 6 Bietal Sodium (413 Lilly) ts4A ampoules 2.5 gm 17.5mls 23 6ea — — 35 3 Inalind (1098 Sandoz) ts4B tablets 25 9 9ea 2 8ea 17 4 100 37 6ea 10 4ea 66 7 Bitmarine (SSS Haffenden) hot water bottles — — — — — — Cambridge No. 3 47 0 — — — — Cleveland No. 3 47 0 — — — — Slumberdeep — — — — — — No. 2 45 0 — — — — swimming caps — — — — — — fashion — — — — — — Kate 5 4ea 0 8ea 8 11 hot water bottle — — — — — — Cambridge No. 2 — — — — — — fadol (1253 Typharm) tablets dp100 90 0 — — — — leche (1525 PDP) bath oil 1oz 30 0ea 8 1ea 55 0 2oz 45 9ea 12 3ea 84 0 dusting powder 3oz 32 9ea 8 10ea 60 0 refill 3oz 16 0ea 4 5ea 29 0 soap standard 3oz 7 6ea 2 0ea 14 0 de-luxe 3oz 23 0ea 6 2ea 42 0 talcum powder 3oz 11 6ea 3 1ea 21 0									
Capla (623 HP) ts4B tablets 100 71 10ea — — — — Carat (1113 S & B) perfumed spray set — — — — — — Casaque (Jean d'Albret (1145 Sirex)) perfume cream 87 — — — 42 0 Cathomylin (837 MSD) TS tablets 250 mgm 100 180 0ea — — 270 0 Cathopen (837 MSD) TS tablets 16 17 0ea — — 25 6 100 100 0ea — — 150 0 Certo (130 Bird) Certo (SOS GFL) Charco-lax (698 Keswick) tablets 22 9 6 3 3 3 38 8 10 8 5 9 70 0 19 3 10 0 Cindico (264 Cindico) Bouncette 58 4ea — — 87 6 de luxe 70 0ea — — 105 0 Comfy (1404 DHA) see under Devon "Comfy" Contaflex (673 J of H) existing entry Contaflex (673 J of H) camera Super BC — — — 2640 5 case — — — 161 6 Contarex (673 J of H) existing entry Contarex (673 J of H) camera body only — — — 3654 1 with 50mm f2.8 lens — — — 4461 7 with 50mm f2 lens — — — 5696 3 with 55mm f1.4 lens — — — 6294 6 case — — — 228 8 camera P body only — — — 3442 0 with 50mm f2.8 lens — — — 4249 5 with 50mm f2 lens — — — 5484 2 with 55mm f1.4 lens — — — 6082 5 case — — — 216 11 Contessa (673 J of H) existing entry Contessa (673 J of H) camera LK — — — 778 0 LKE — — — 919 5 LBE — — — 1084 6 case — — — 1155 2 de luxe — — — 76 8 108 6 Contessamat (673 J of H) camera STE — — — 1273 1 SBE — — — 1461 8 case — — — 76 8 de luxe — — — 108 6 Contina (673 J of H) existing entry Contina (673 J of H) camera LK — — — 695 6 case — — — 76 8 de luxe — — — 108 6 Cossack (S63 Hampshire) talcum 18 S S 5 2 11 Cotazym B (917 Organon) tablets 30 6 6ea — — 9 9 120 23 4ea — — 35 0 Coty (301 Coty) cream powder — — — — — — slip away compact 47 6 12 9 7 0 formula E — — — — — — beauty facial 316 44 0 12 0 6 6 instant cleanser — — — — — — 301 74 9 20 0 11 0 moisture balancer 304 93 3 25 0 13 9 nourishing cream 310 76 3 20 6 11 3 revitalising cream 313 86 6 23 3 12 9 skin fresher 307 76 3 20 6 11 3 Cuban Boy (422 EG) existing entry Cuban Boy (422 EG) molasses — — — — — — liquid 16oz 20 0 — — 2 1 tablets 100 25 2 — — 3 0 250 52 6 — — 6 3 400 77 8 — — 9 3 Danbar (S06 Gerhardt) dandruff treatment — — — — — — 4oz 84 0 23 1 12 6 Daneral (614 Hoechst) ts7 elixir 100mils 57 0 — — 7 1 1/2									
Daneral-SA (614 Hoechst) ts7 tablets 10 64 0 — — 8 0 50 22 8ea — — 34 0 Daranide (837 MSD) ts4B Dermatec (938 PD) comfort pads 40 0ea 4 Sea 64 5 Devon "Comfy" (1404 DHA) combs pocket 196 8 0 2 2 1/2 1 3 styling 255 9 8 2 8 1 6 tail 177 8 0 2 2 1/2 1 3 teasing 198 8 0 2 2 1/2 1 3 metal 3069 9 8 2 8 1 6 3159; 3169 24 0 6 7 3 6 3119; 3129; 3139 24 0 6 7 4 3 hair bands 146 14 6 1 7 1 11 147; 167 22 0 2 5 2 11 148; 178 29 6 3 3 3 11 haircharmers — — — — — — bath'n shower cap 171 41 0 4 6 5 6 208 48 0 5 3 6 6 beauty rainhood 193 41 0 4 6 5 6 boudoir cap 174 41 0 4 6 5 6 192 48 0 5 3 6 6 bouffant cap 197 48 0 5 3 6 6 draw string mob cap 172 48 0 5 3 6 6 mob cap 194 37 0 4 1 5 0 nylon bandeau 170 26 0 2 10 3 6 nylon beauty hood 175 33 0 3 7 1/2 4 6 hair grips carded 276 5 0 1 4 1/2 9 277 8 2 2 3 1 3 hair nets nylon — — — — — — invisible HN2 3 8 4 1/2 6 slumber HN3 5 2 7 9 roller HN4 9 4 1 0 1 3 beaded HN6 18 6 2 0 2 6 triangular setting HN7 22 0 2 5 2 11 3 10 2 0 7 hair pins packets — — — — — — hair rollers with-out brush packets 10CP; 11CP; 12CP; 13CP; 14CP 12 10 3 6 2 0 with brush packets 10BCP; 11BCP; 12BCP; 14BCP; 15BCP 18 9 5 2 2 11 magic mesh with-out brush packets 180; 181; 182; 183; 184 12 10 3 6 2 0 with brush packets 185; 186; 187; 188 18 9 S 2 2 11 189 21 6 S 11 3 3 polybrush packets 110 12 0 3 3 1/2 1 9 111 13 6 3 8 1/2 2 0 112; 119 15 0 4 1 1/2 2 3 bobble packets 113 12 0 3 3 1/2 1 9 114 13 6 3 8 1/2 2 0 115 15 0 4 1 1/2 2 3 snap-on packets 190; 191 13 4 3 8 2 0 foam packets 116; 117; 118 9 8 2 8 1 6 Comfy boxed without brush — — — — — — 10 3 9 1 0 1/2 7 11 3 2 10 1/2 6 12; 13 2 8 9 5 14 2 1 7 4 with brush 108 7 0 1 11 1 1 11B 5 4 1 5 1/2 10 12B 4 10 1 4 9 14B 4 3 1 2 8 15B 8 8 2 4 1 4 hair slides 138 8 6 2 4 1 4 140 13 0 3 7 2 0 152; 160 24 0 6 7 3 9 122; 121 40 0 11 0 5 11									

when prescriptions call for INSULINS, supply

WELLCOME

brand

•SOLUBLE •LENTE •PROTAMINE ZINC •GLOBIN



BURROUGHS WELLCOME & CO (The Wellcome Foundation Ltd.) LONDON

[illegible]

Chelsea Drug & Chemical Co. Ltd. 310 Old Brompton Rd., London SW5

antisol

ANTI-SMOKING AEROSOL

(0.25% lobeline hydrochloride aerosol)

IS A WELL-TOLERATED PRESENTATION OF
LOBELINE ACHIEVING OPTIMAL NICOTINE
SUBSTITUTION

DISTRIBUTORS:



VESTRIC LTD.

Vitoret	—	—	318	4
D	—	—	518	8
F	—	—	377	3
DR	—	—	624	10
L	—	—	671	11
Rapid D	—	—	563	10
projectors				
Perkeo Automat	—	—	850	0
S	—	—	975	0
J	—	—	1580	0
AF	—	—	1070	0
J150	—	—	567	6
Perkeo ML	—	—		
D Warricks (994 P & M)				
Warricks (832 MW)				
Wellcome (208 BW)				
milk ring test				
(vet.) VPO	100	—	39	3
Yeast-Plus (447 PF)				
extra energy				
tablets	S0	35	0	4 6
D Yestamin (422 EG) existing entry				
Yestamin (422 EG)				
powder	8oz	35	9	4 3
	16oz	52	6	6 3
	7lb	21	2ea	30 3
	14lb	39	11ea	57 0

tablets	S0	16	6	—	1 11
	100	23	0	—	2 8
	300	50	6	—	6 0
	1000	6	3ea	—	9 0
	2500	15	9ea	—	22 6
	5000	30	0ea	—	42 9
	18000	87	0ea	—	124 0

AMENDMENTS AND ADDITIONS TO KEY TO SUPPLIERS

- 5 Actabs = Actabs division of Acton Pill & Tablet Co., Ltd., Orlestone Mews, London, N.7. 01-607 0022.
- 113 Bencard = Bencard, Beecham Research Laboratories, Ltd., Great West Road, Brentford, Middlesex. 01-560 5151.
- 203 Brynn = Brynn Manufacturing Co., Ltd., Wigan Road, Ashton-in-Makerfield, Lancs. Ashton-in-Makerfield 77443.
- 361 Dearborn = Dearborn (1923) Ltd., Kingsway House, Paradise Road, Richmond, Surrey.
- 447 PF = Phillip Farrington, Ltd., The Homestead, St. Elmo Avenue, Offerton, Stockport, Ches. Stepping Hill 6979.
- 505 GFL = General Foods, Ltd., Maxwell House, Banbury, Oxon. Banbury 4433.

- 512 GF = Giles Farnaby of London, Ltd., 43 Dove Street, London, W.1. Hyde Park 9435.
- 793 MFL = Mapletons Foods, Ltd., Moss Street, Garston, Liverpool.
- 832 MW = Meggeson-Warrick (division of White Laboratories, Ltd.), Penarth Street, London, S.E.15. New Cross 7978.
- 994 P & M = Potter & Moore, Ltd., Seymour Road, London, E.10. Leytonstone 3334.
- 1201 Supervite = Supervite Manufacturing Co., Ltd., 107 Great Eastern Street, London, E.C.2. 01-253 0827.
- 1228 TAL = Thermoset Appliances, Ltd., Chapel Works, Evening Street, Failsforth, Lancs. Failsforth 1630.
- 1253 Typharm = Typharm, Ltd., 439 Richmond Road, Sheffield, 13. Sheffield 397260.
- 1369 WSHL = Wilfred Smith (Horticultural), Ltd., Gemini House, High Street, Edgware, Middlesex. 01-952 6655.
- 1393 BRL = Beecham Research Laboratories, Great West Road, Brentford, Middlesex. 01-560 5151.
- 1540 SDR = S. D. Rand, Ltd., 29 Beak Street, London, W.1.
- 1553 Contactasol = Contactasol Ltd., 456 Ewell Road, Tolworth, Surbiton, Surrey. 01-399 1575.
- 1593 Ambassador = Ambassador Toilet Preparations, Ltd., 3 Gt. James Street, London, W.C.1. Chancery 8946.

THIS WEEK'S CHANGES

Prices are given in the sequence Trade Price per Doz.; Purchase Tax per Doz.; Retail Price. Bold upright figures (2 9) in the retail price column indicate that the price is subject to resale price maintenance; italic figures (2 9) that it is recommended by the manufacturers; and light upright figures (2 9) that it is "notional" as a guide to the retailer in determining his own retail price.

• Calaran (1169 GS & S)					
eyebrow and lash					
dye	S8	0	IS 11½	8	6
• Credo (1169 GS & S)					
deodorant stick	38	0	10 S½	5	6
C Denman (22 RA)					
bath brush	D18	30	0	8	3
hair brush					
minor	D3	50	0	13	9
styling	D4	82	8	22	9
de luxe natural					
D37A	200	0	S5	0	29 7
ebonised	37B	200	0	S5	0
comb Rosella	6	8	1	10	1 1
C Di-Adreson (917 Organon) TS					
tablets 1mgm	500	18	9ea	—	28 2
C De-Adreson F (917 Organon) T5					
tablets 1mgm	500	18	9ea	—	28 2
C Estee Lauder (425 ELC)					
nail lacquer silver	—	—	—	42	9
• Expedil (746 Lederle) TS					
suspension	4oz	10	8ea	3	0ea
• Ferfollic M (17 Agprolin)					
tablets	100	4	6ea	—	—
	1000	30	0ea	—	—
• Ferfollic SV (17 Agprolin)					
tablets	100	5	6ea	—	—
	1000	40	0ea	—	—
• Fresh 'n Dainty (506 Gerhardt)					
deodorant spray	51	6	14	2	7 6
tissues	17	0	4	8	2 6
• Habanita (Molinar (960 ADP))					
perfume	2704	62	6ea	16	10ea
presentation	2507	25	6ea	6	10ea
	2506	38	6ea	10	4ea
	2505	60	6ea	16	3ea
	2504	95	6ea	25	7ea

concreta single					
boule	9	10ea	2	8ea	17 9
• Limmits (1552 UL)					
pastilles	112	6	—	12	6
• Minims (1154 SNP)					
amethocaine					
- hydrochloride					
0.5%	100	65	0ea	—	—
• fluorescein sodium					
2%	100	65	0ea	—	—
D Nobecutane (394 DF)					
S0 mil pack					

A = Price Advanced
R = Price reduced
• = New entry
D = Delete
C = Correction
I = Insert

• Nu-soft (810 Maw)					
kitchen roll	13	6	—	1	6
D Ora-jel (1141 Simpkin)					
I Orajel (1141 Simpkin)					
C Peru (990 Peru)					
liquid extract	51	9	14	2½	7 6
pomade	51	9	14	2½	7 6
tablets	51	9	14	2½	7 6
C Pickles (982 Pickles)					
Koolstick	24	0	6	7	3 6
C Queen (151 Boutalls)					
foundation cream	38	0	10	6	5 6

• Rugard (1169 GS & S)					
eyeliner	96	0	26	11½	14 6
brush	40	0	11	0	5 11
• Sketch (Molinar (960 ADP))					
perfume	2704	62	6ea	16	10ea
presentation	2507	25	6ea	6	10ea
	2506	38	6ea	10	4ea
	2505	60	6ea	16	3ea
	2504	95	6ea	25	7ea
concreta boule	9	10ea	2	8ea	17 9
• Staydry (1594 Bannen)					
baby pants	47	3	—	5	11
• Vitapointe (1530 Fisons)					
hair conditioner	17	6	4	9½	2 7
	26	4	7	3	3 9
I shampoo					
cream sachet	6	2	1	8½	10
bottle	21	6	5	11	3 0
liquid sachet	6	2	1	8½	10
bottle	21	6	5	11	3 0

AMENDMENTS TO KEY TO SUPPLIERS

- 429 Gambartra = Gambartra, Ltd., 11 Centurion Road, Brighton, 1. Brighton 29449.
- 629 HL = Howard Lloyd & Co., Ltd., 103 Mount Street, London, W.1. Grosvenor 6801.
- 646 El = E. Illingworth & Co. (Bradford), Ltd., Shelf Mills, Shelf, Yorks. Bradford 676261.
- 768 LA = Lloyd Anphar, Ltd., 103 Mount Street, London, W.1. Grosvenor 6801.
- 769 LH = Lloyd-Hamol, Ltd., 103 Mount Street, London, W.1. Grosvenor 6801.
- 770 LP = Lloyds Pharmaceuticals, Ltd., 103 Mount Street, London, W.1. Grosvenor 6801.
- 1594 Bannen = J. Bannen, Ltd., 34 Oxford Street, London, W.1. 636-4659.

Birmingham • Bournemouth • Leeds • Liverpool • Sheffield

ORRIDGE & CO.

CHEMISTS' STOCKTAKERS
184 STRAND LONDON WC2. 01-836 9212/3

A C&D Special

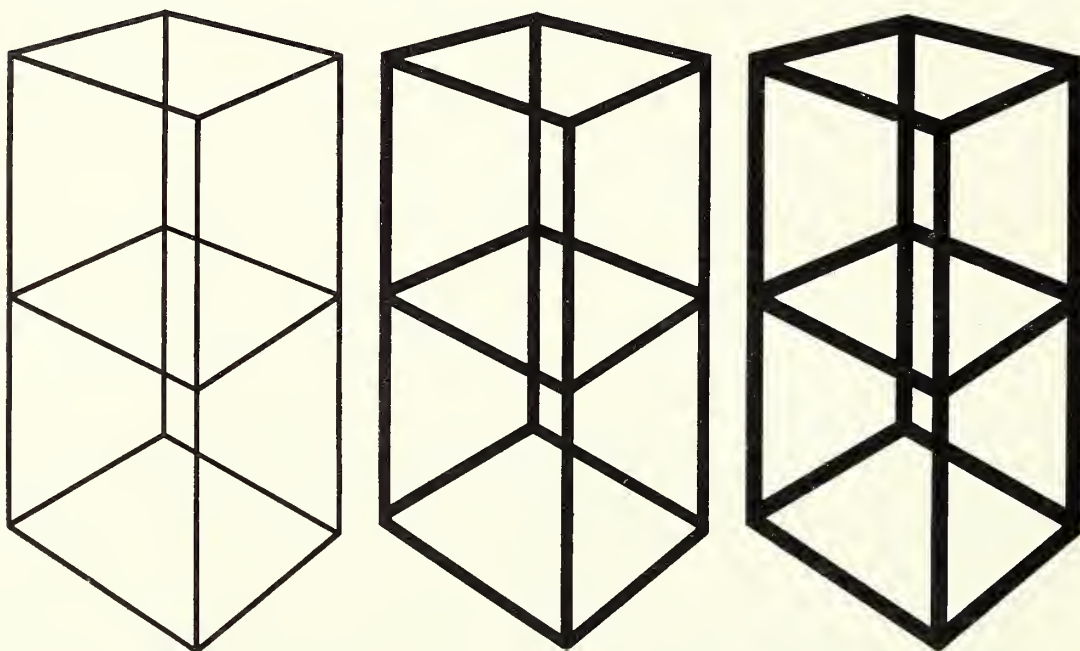
PRINCIPAL CONTENTS

Phased Modernisation .	3
Attracting Commuters .	4
Pattern of Branches .	6
Putting a Better Face on It .	9
"Struck" by Development .	9
Security for the Pharmacy .	13
Expert Advice in Planning .	15
What Colour on the Walls? .	15

SHOPFITTING AND DISPLAY



strong, stronger, strongest



three strengths for light, medium and heavyweight display

One product can now solve all your display (and storage) problems. It is tubular steel equipment available in all three strengths, from a single source.

VERSI-FORM

famous for its twist-lock assembly, is the product; it goes from strength to strength to give you a choice of $\frac{1}{2}$ " for light displays, $\frac{3}{4}$ " for fixturing, and 1" for heavy display or storage. You can use it again and again. To find out all about this unique range simply fill in and post the coupon or, better still, come and see it in our showroom.

Versi-Form is a product of the Versatile Fittings Group, producers of Versi-Fit store-fitting equipment, including the Vizusell system, and Versi-Wall partitioning.

Please tell me all about Versi-Form

Name _____

Title _____

Company _____

Address _____



Versatile Fittings (WHS) Ltd,
661 North Circular Road, London, NW2.
SA Versatile Fittings France,
Bastion Saint-André, Guise (Aisne), France.
SA Versatile Fittings (WHS) Belgium,
2B rue du Pont Neuf, Brussels 1, Belgium.
Versatile Fittings (Australasia) Pty Ltd,
25 Hotham Parade, Artarmon, NSW, Australia.

A

PHASED MODERNISATION



**J. W. Harrod (Sales Director,
Interpoint Store Equipment).**

THE benefits of modernisation are so well recognised by pharmacists today that to talk of modernisation is to preach to the converted. The problem, more often than not, is to decide on the best way to modernise. It depends on the standing of pharmacists in the community, and their consequent high creditworthiness, raising finance is rarely a major problem. If building work is required the money can usually be raised from bank loan or by mortgage. In most circumstances hire purchase or lease-back facilities are additional alternatives for spreading the cost of a new shopfront. And, of course, the interior and dispensary fitting is almost invariably financed by hire purchase or lease.

Even so, however, money costs money, and any one among a number of possible reasons could lead a pharmacist to conclude that it would be more prudent to spread his commitment over a period: in short, to phase out the modernisation of his premises. The advantages of doing so are that the first stages should provide the additional turnover and profit to finance and justify the next stages, and the extent of the financial outlay involved at any one time is limited. The drawback is that the overall cost may be higher because of the extras incurred in travelling and carriage by the various contractors, and the possible additional difficulties under which the work has to be carried out. Just what that drawback amounts to depends very much on the specific circumstances of each pharmacy. It could mean little in some premises, but quite a lot in others. Certainly that consideration suggests that it is wisest to consider no more than four or five stages in any phased modernisation. These are, in logical order:—

Building work;

Dispensary;

Installation of interior fittings and interior decoration;

Shopfront.

One overriding factor is that the plan agreed should cause the minimum disturbance to the business. That is not difficult to arrange. Only a few modernisations involve building work. For the sake of example, however, let us assume the fairly common case of a well established pharmacy in which



New interior of the pharmacy of David Webster, Redhill, fitted with Counterpoint equipment.



Old shopfront retained but with window backs removed, until funds accumulate for a change.

the proprietor has decided to modernise and in addition wishes to enlarge his sales space. In such pharmacies the existing dispensary is often sited in the shop itself, and a greater sales area can be most readily obtained by building a new dispensary at the rear of the premises, allowing the site utilised by the old dispensary to be converted into additional display space.

The logical and best order of proceeding is to construct and equip the new dispensary first. Next, the wall of old fittings that usually concealed the original dispensary can be removed and new shop equipment installed in the area taken up by the old dispensary.

The following stage would be to remove the existing wall units in the remainder of the pharmacy and replace them with new shop equipment. One of the advantages of modernising with a standard range is that the process can be done gradually if desired. However, it is certainly recommended that the installation of new shop equipment should be regarded as a comprehensive self-contained stage in the pharmacy's modernisation programme, though the purchase of sub-

sidary items such as counters and gondolas can if necessary be postponed.

When a pharmacy opens in a new building the same general line of argument is valid. Site the dispensary where it will be required when the business is fully developed. If the sales area is more than can be profitably used in the initial stages, the new shop equipment can be so arranged as to form a screen, which can then be pushed back as the growth of the business warrants the addition of further wall units down each side.

The installation of new shop equipment in the early stages of a modernisation programme is most important. The new equipment and layout will enable a more effective display of merchandise, and by so doing encourage self-selection and impulse purchases from customers. Those factors will increase the value of the average purchase per customer, and make the major contribution to the increased profit and turnover to be expected from modernisation. For that reason it is usually incorrect to modernise a pharmacy shopfront first. A modern shopfront would serve to emphasise the premises

and bring in new customers, the number of whom can well be doubled in the circumstances. Lack of proper display inside the shop would mean that those customers would not make impulse purchases, and hence much of the advantage would be lost.

It is, however, very much an individual decision whether a new shopfront should be embarked upon before completing the interior *décor*. The decision will also be affected by the present condition of the pharmacy.

The various decorative tasks that may have to be done in the long run in an older pharmacy can assume alarming proportions. A ceiling full of beams, pipes and wires must eventually be concealed by a new false ceiling. However, that day may be postponed by employing effective makeshifts. It would, for example, be possible to paint out the ceiling in black or midnight blue and then suspend fluorescent lights downwards about 2 ft. from the ceiling. The result is quite pleasing and will serve satisfactorily for some time.

Unless the flooring is in really bad condition, or the pharmacy is being established in a shell site of a new block of buildings, installing new flooring can be left to a later date. Tiles are always to be preferred to sheet lino, because tiles can be so easily renewed in those sectors where there is particularly heavy wear and tear. Tiles, however, are more expensive, and the pharmacist's own circumstances must be the deciding factor.

The Most Expensive Item

Any modernisation scheme must eventually embrace the shopfront, probably the most expensive single factor. The cost of the new installation is going to depend very much on the building in which a pharmacy is sited. An empty shell in a new block is going to be much cheaper than taking out an old shopfront and replacing it with a new one. Certainly the cost of a new shopfront could be as high as 40 per cent. of the total modernisation budget. When the new shopfront is installed its design ought to be bright and cheerful, but not brash or out of keeping with the dignity of the profession. Aluminium or stainless steel are to be recommended, from the points of view of both maintenance and neatness of appearance. The shopfront must enable a clear vision into the interior, so that the goods sold are fully visible from the street, and in particular the medicine counter and the PRESCRIPTIONS sign. That is, after all, the pharmacy's distinguishing mark. In most cases it is best to have no window backs and only a window display. When subsequent displays are arranged, they are best kept no more than waist high. In a fully modernised pharmacy the entire interior sales area is one's window. Not recognising that fact is a common error, and in making it one could be throwing away some of the additional business to be expected from modernising.

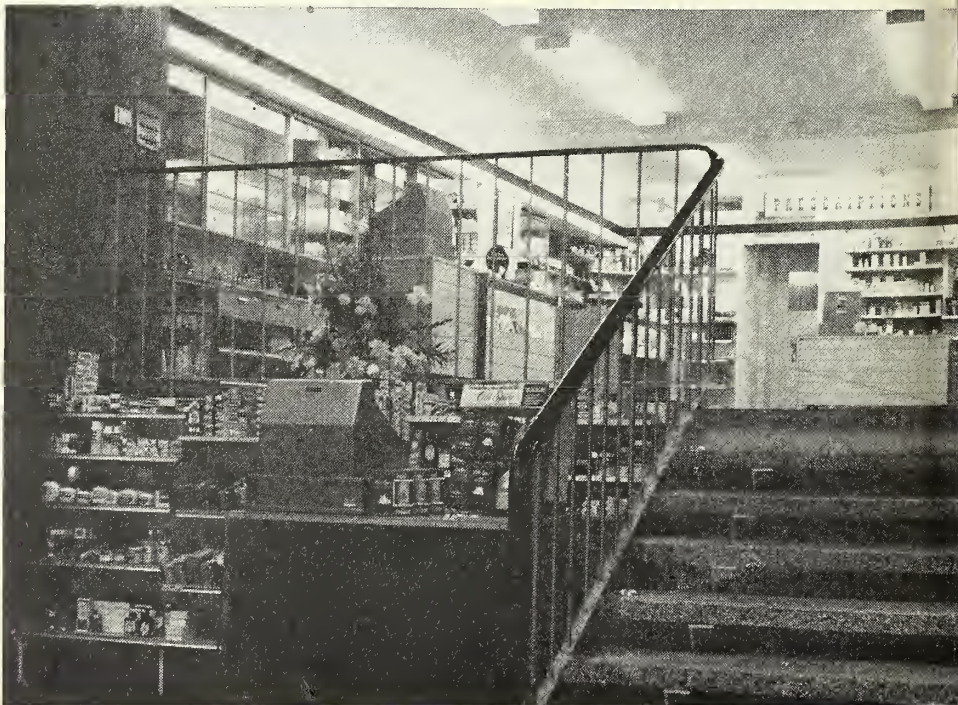
To summarise, then, the phased modernisation programme should aim at completing the interior building work first, then, where applicable, equipping the new dispensary. Next, the new shop equipment should be installed and the shop layout completed. Then the interior is redecorated, either by temporary arrangements or with new false ceiling and flooring. Thereafter, a new shopfront may be installed.

Before embarking on modernising a pharmacy, it is advisable to consult one's accountant, because a number of accountancy matters arise. A shop interior is a fixture and fitting that rates for annual depreciation. A new shopfront can be regarded as capital expenditure, though in certain circumstances it may be rated as a fixture. How best to raise money, and particularly whether hire purchase or leasing is the more suitable for one's business, are important questions, to answer which an accountant's advice should be sought.

However the matter is reviewed, to equip a new site or re-equip and modernise an existing pharmacy is a major investment. It must be considered most carefully, and at all stages it is most important to seek the best advice available, so as to ensure that the investment is such as to yield the maximum profit. And I do not hesitate to conclude by saying that one's shopfitter and equipment supplier are in a position to render very worth-while advice!

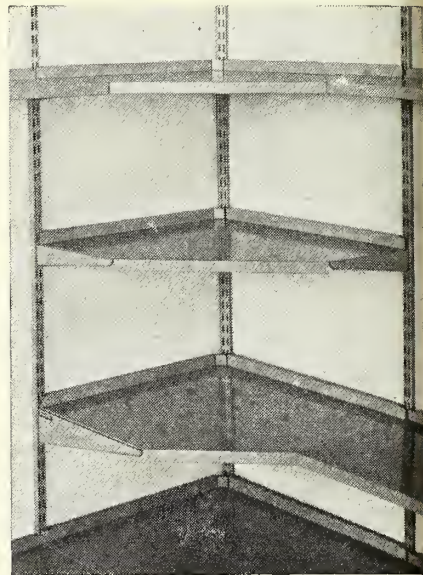
ATTRACTING COMMUTERS

IN a newly constructed shopping parade at Ealing is the pharmacy of Ronald Birch, Ltd., shown below. Fitted and decorated by Nordia Shopfittings, 94 Baker Street, London, W.1, it boasts a Sicilian white marble fascia, gilt window frames, and under-floor heating. The shop area, of approximately 1,500 sq ft., is on two levels, the lower carpeted and with teak-lined walls, given over to men's toiletries, the upper accommodating the dispensary, prescription counter and cosmetic department with a wide range of high-class cosmetics, including agency lines. The pharmacy is next door to the entrance to Ealing Broadway Underground and mainline railway station, which is used by more than 10,000 passengers daily.



CORNER UNITS

CORNER units designed to complete continuous runs of shelving on adjacent walls for storage or display purposes have been added to the Spur range of steel shelving of Savage & Parsons, Ltd., Watford, Herts. Standard Spur steel shelves are produced in widths of 7, 10½, 14½ and 18½ in., and lengths of 2 ft., 3 ft. and a continental metre module,



all slotting into the supporting Spur cantilever brackets. The new corner units are made in four sizes to complete runs of any of the standard widths, and are shaped to provide butt joints with adjacent shelves, slotting into the side brackets and supported at the rear by one additional bracket fitted into a corner upright. The corner units have a similar profile to the metal shelves, with the leading edge shaped to link the adjoining shelves without projecting corners or acute angles. Rear edges are stepped to corres-



SIMBILT SPACE-SAVER UNIT



LOWEST SHOPFITTING COST PER SQUARE FOOT

Simbilt interiors combine lowest cost with the simplest and fastest method of installation—most refits completed during half day.

Space-saver units are of modern design constructed by craftsmen.

The installation illustrated on this page for:—

C. A. LYNDON (Edgware Pharmacy Ltd.)
19 NEWBERRIES PARADE, RADLETT, HERTS.

A complete new pharmacy and dispensary using Space-saver units E4/9; E/B; E/5; F1a/D, and S.F.2. counter units. Illuminated ceiling, Vinyl flooring and natural wood finishes were among the excellent features.

Design, units and installation by S. I. MYERS LIMITED.

Send for details NOW on the Simbilt Pharmacy Planning Service
A set of literature giving full details of our range is available and together with the Simbilt Plangineer Folder, will be sent to you on receipt of the coupon, without obligation. Should you wish to follow this up, complete the Plangineer Folder and return it to us—benefit by the Free design service.

S. I. MYERS LTD. 80-84 Old Street, London E.C.1.
CLErkenwell 5886/7

Please send full details ASAP ☐

NAME _____

ADDRESS _____

CD/JUN

pond with the step in the shelves, which provides a back stop and eliminates gaps between shelves and walls. The leading edge is shaped to accommodate price-edging strip or other forms of labelling.

PLANNING CALLS FOR RESOURCES

"SOME of the biggest names in British business are customers of Masons, the store-fitters, parent company of the Nordia organisation—and likewise some of the finest names in pharmacy are customers of Nordia." So states a spokesman for the company.

In selecting a shopfitting company for a modernisation scheme, he goes on to say, the pharmacist must be assured that it has the "know-how" in planning a modernisation for maximum effectiveness, and the resources to carry out the job properly and speedily. Nordia has carried out modernisations for Boots, Ltd., for many Co-operative Societies, for Lewis & Burrows, Ltd., and, of course, for many independent proprietors.

Shopfront at the Rickmansworth High Street branch of Arnold M. Gee, Ltd., now adopted as standard for the company's branches when they come to be altered (see right-hand column).

Below: Cosmetic counter and wall bays for classified merchandise.

So successfully have many independent pharmacists "Nordia-ised" that they have been compelled, within quite short periods, to extend their premises or open up another pharmacy. In former years pharmacists tended to see a big business risk in modernising. Nordia's experience today is that the majority are now convinced of its benefits. Financial difficulties have been largely eliminated by hire-purchase facilities or leasing, and more and more the business man in pharmacy is realising that, in modernising retail premises, he is buying results—increased sales per foot of plan space, convenience for his customers, plus that overall atmosphere of prosperity and efficiency that only well-designed, well-made fittings can give.

ANTI-THEFT MIRRORS

THE Volumatic Co., 6 Holbrook Lane, Coventry, Warwicks, are makers of anti-pilferage mirrors which, they claim, are easy to fit on wall units or on gondolas. One 24-in. convex mirror fitted 7 ft. from the floor is understood to give a viewing area of about 60 sq. ft.



PATTERN FOR BRANCHES

THE pharmacy of Arnold M. Gee, Ltd., in Rickmansworth High Street, Herts, has been attracting attention ever since it was transferred to a new establishment a few doors away from the original business acquired by the company in 1958.

The shop occupies an excellent corner site that formerly accommodated a public house. The shop area is 23 x 70 ft. and there are two further rooms: a dispensary 18 x 26 ft. at the rear of the shop and a projection room, 4 x 18 ft., adjoining the photographic department.

The premises were fitted throughout by Olney Brothers, Ltd., Jado Works, Berkhamsted, Herts. The simple but handsome shopfront, one of the most eye-catching in the area, was designed to require minimum maintenance. The fascia, now the standard design for all Messrs. Gee's shops, is of Perspex, illuminated by fluorescent tubes. Frames and double entrance doors are of anodised aluminium which, say Messrs. Olney, while expensive, is well worth the cost because of the saving in maintenance. Black marble has been used for the stall risers. The shop floor was formed by cement screed covered with blue and grey Arlon thermoplastic tiles 2.5 mm. thick, made by the Armstrong Cork and Tile Co., Ltd. A suspended ceiling was fitted, consisting of a metal framework supporting plastic-faced plasterboard tiles 24 x 48 in. The tiles can be removed easily for cleaning and for access to the electrical wiring. All lighting fittings were supplied by Stannor Electric, London, E.2.

Free-standing Units

Display fittings and counters, produced by Olney Brothers, Ltd., are Interplan free-standing units backed in Swedish stove-enamelled hardboard. All worktops and counter and canopy facings are of Arborite decorative laminate. Perforated hardboard has been fitted above the wall units for additional displays. It is painted in an emulsion paint of a colour specially prepared to match the stove-enamelled backs of the units.

Three walls of the shop are lined with units and counters. The right-hand wall has a full run of shelf units and glass binning for easy self selection and service. It accommodates a "men's bar," dental requisites, deodorants, talcs, shampoos, hair care supplies, slimming aids and baby foods. Across the back of the shop are fittings containing proprietary medicines and a service counter. A door leads into the dispensary. The left-hand side of the shop houses a handsome photographic department, off which is a projection room for the examination of slides and films and demonstration of cine and slide projectors.

The centre of the shop is dominated by the beauty bar. The cosmetic counters are formed in a hollow square to allow customers to move around them easily and to promote quick and easy service by the staff within. The business holds many leading agencies.



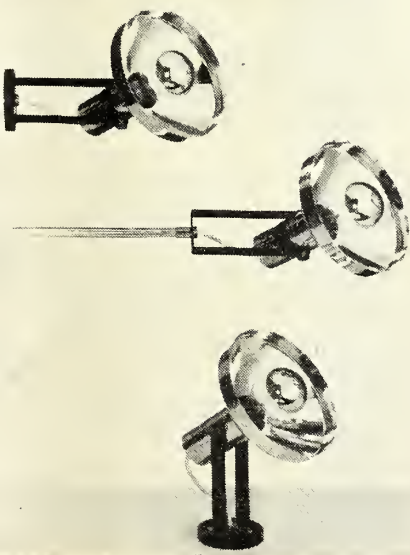


photographic department at Rickmansworth branch of Arnold M. Gee, Ltd.

Temperature of the shop is controlled by kilowatt turbo-heaters installed in the units of the base units and controlled independently to blow warm or cold air as desired, and giving great flexibility.

HIGH-INTENSITY SPOTLIGHTS

A RANGE of mains-voltage high-intensity spotlights for use with 100-watt bowl silver lamps is offered by Lumitron, Ltd., 33 Alfred Place, London, W.C.1. The units have pure aluminium rimmed parabolic reflectors de-



signed to give maximum cut-off, producing a semi-hard-edge beam of 18,000 candelas.

SCREWLESS DISPLAY SYSTEM

ALPLAS, Ltd., 452 High Road, Benfleet, Essex, are manufacturers of the Pinch-bar

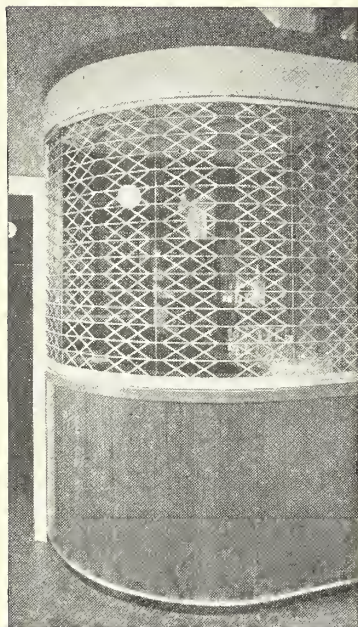
display system, the basic principle of which is that metal will bind, and lock, on metal if the contact surfaces are shaped to permit. By engaging an eccentric (oval-shaped) section, or tube, and tightly turning it in a column section of concentric (round) bore, the "bind-lock" action takes effect. Foam-rubber pads fitted to the cap or foot prevent slipping when compressed. The poles of the Pinch-bar system may be mounted between floor or window base and ceiling or soffit without the use of screws or springs so as to give height to a display or to be used as temporary screens and partitions. An example of the use of the Pinch-bar system is illustrated below.

DISPLAY UNITS

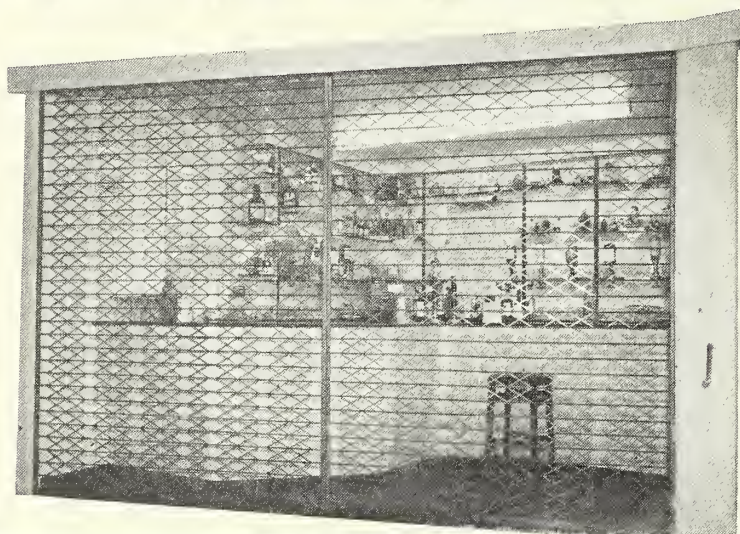
THE Seal range of frameless and chrome-angle glass showcases and the Seal Interchange free-standing interchangeable wall units, makers of which are F. Maund & E. Berg (Showcases), Ltd., 175 Old Street, London, E.C.1, includes many units suitable for use in pharmacies. The showcases include upright and horizontal models with or without clear bases, and in a variety of sizes. The cases, all 48-in. modules, include both top and bottom units. The only fixing is by two thumb screws to attach the top to the bottom unit. Canopies included with the top units have opal Perspex facias (fluorescent lighting supplied as an extra). Messrs. Maund & Berg are also suppliers of perforated-board display stands and fittings and chrome-finish wire stands made by M. Myers & Son, Ltd., Oldbury, Birmingham.



Pinch-bar display system of Alplas, Ltd., put to domestic use as support for a shelving fixture in a modern home.



CURVED or STRAIGHT

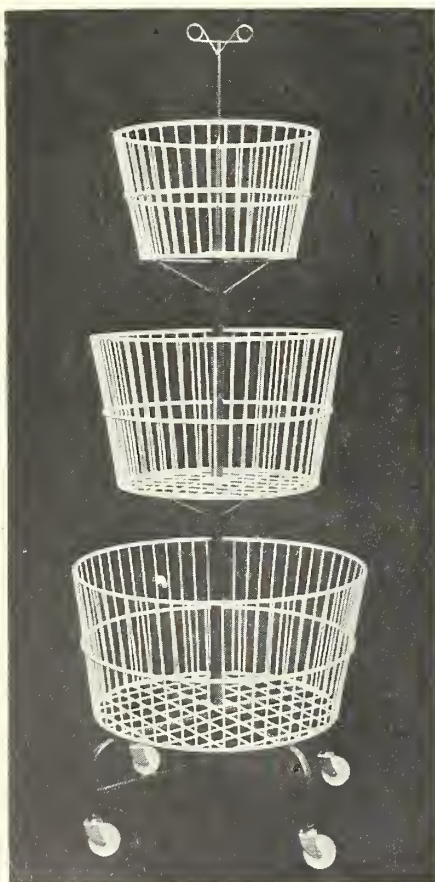


**POLLARDS
'VIZOR'
GRILLES**

for 'after hours' Protection

Raiders leave empty handed when attempting to smash through Pollards 'Vizor' Grilles. Write for list Ad 908/66

E. POLLARD (Shopfitting) LIMITED, VIZOR DIVISION,
FERRY LANE WORKS, FOREST ROAD, LONDON, E.17. LAR 1055



Sigh no more . . .

For the floor space that is not there, for the ever increasing cost of new shop equipment.

Middlehurst Ltd. answers both problems with a new three-bin merchandiser (Catalogue No: TW/105) specially designed to save floor space and to take full advantage of the cost-cutting potential of the new automated machines installed in their Maidenhead works.

Lower bin is 24 in. diameter x 12 in. deep, middle bin is 20 in. x 12 in., top bin is 16 in. x 10 in. Height from top basket to floor is 4 ft. 8 in., and the floor space occupied is only 18 in. x 18 in.

Construction is in the robust Middlehurst tradition with baskets Polythene coated white and framework stove-enamelled. Fitted with castors, the three-bin merchandiser TW/105 can also be supplied with dividers.

Write or 'phone today for further details.



MIDDLEHURST LIMITED

Manufacturers of bins, trollies
and high quality permanent display units.

Brock Lane · Maidenhead · Berks. Tel: 27771 & 25331

SECURITY STORAGE

WILCONSTRUCT Co., Ltd., 35 Carrs Lane, Birmingham, 4, offer a range of steel shelving with lockable hinged or sliding doors "mastered" seven-lever locks. The units obtainable in any height up to 12 ft. in any depth (from front to back) up to 3 ft. They may be fitted with drawers, adjustable shelves or dividers to give lockfast storage for any type of component, goods or records.

PUTTING A BETTER FACE ON IT

THE "before and after" pictures of the premises of E. A. Brocklehurst, Ltd., King Edward Street, Hull, Yorks, largely speak for themselves. The gold-anodised aluminium Slimline shopfront sections and entrance unit are the products of Heywood-Helliwell, Ltd., Huddersfield Works, Huddersfield.



the pharmacy of E. A. Brocklehurst, Ltd., King Edward Street, Hull, before and (below) after installation of gold-anodised Slimline aluminium shopfront.



View of the main medicines counter and prescriptions lobby, Flemons & Marchant, Dunstable, Beds. Another view of the interior is presented on the front cover of the Supplement.

In the Slimline fittings are a Dor-O-Matic concealed closer and an Adams-Rite maximum security lock—notable features in these days of increased shop-breaking.

Installation of the new aluminium shopfront and entrance has attracted attention to the effectively displayed merchandise, and customers have increased accordingly.

"STRUCK" BY REDEVELOPMENT

REDEVELOPMENT may be said to have "struck" the eighty-year-old pharmaceutical business of Flemons & Marchant, Dunstable, Beds. For though they are, geographically, where they have always been, that location has become a spruce corner site leading into a modern shopping precinct. When the change first took place turnover of the business dropped, but it was back to normal within a few months of reopening, despite a severe loss of supporting trade when most of the precinct's shops were still seeking tenants.

Mr. M. W. Morris, M.P.S., proprietor of Flemons & Marchant, contracted with Counterpoint for the interior and shopfitting and with Burns Shopfitters for the shopfront. The two facias are in white Formica with

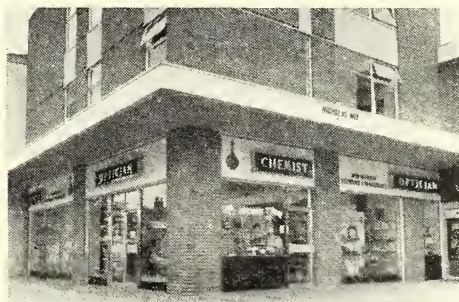
superimposed illuminated box signs in black, with white cut-out lettering and aluminium returns, the signs carrying the titles OPTICIAN and CHEMIST. The name sign is in smaller fre-cut lettering, and both facias are decorated with carboy symbols. Short marble stall-risers, aluminium framing, full glazing in three of the four windows (giving a clear view of the interior) double entrance doors on one side, and a single door on the other, complete a dignified and functional shopfront that makes maximum use of the site potential.

The sales area is L-shaped, a "bulge" along the stem of the L forming a waiting bay outside the prescription counter and dispensary. The area is lined with Counterpoint shelving units displaying photographic accessories and has a glazed display cabinet at eye level for cameras.

At the far end, and adjacent, is the prescription counter, on which is an open (but controlled) display of goods of a medicinal nature. "Ethical" medicines are displayed on Counterpoint units behind, and surgical and diabetic merchandise on units ranged along a side wall. The units are fitted with shelves above and nests of drawers or bulk storage units below.

In approaching the main counter the customer passes a centrally positioned gondola displaying "impulse" and lower-priced toiletries. On the right, backing on to the window, are a series of chest-high Counterpoint units with open shelving on one side—used, in this case, for a main window display, and on the other side fitted with shelving, below which are glass display cabinets, forming part of the pharmacy's interior and used for the display of animal medicines, slimming foods, etc.

The base of the L-shaped sales area terminates with a fine polished wood staircase carpeted in blue, which leads to the optical department on the first floor. It is immediately opposite the main entrance doors and is an attractive feature fully visible to passers-by outside. Adjacent to the entrance are an assortment of Counterpoint gondolas display-



New shopfront of the pharmacy and optical department next door.

showrax



The Display Equipment for Chemists

This highly successful range of attractive and versatile equipment has now been extended to provide the specialised merchandising facilities necessary for the Chemist. The optional finishes include plastic-coated steel components in a simulated wood grain finish in addition to the standard pastel shades. Craftsman-constructed timber display cabinets, drawer units and counters complete the attractive and functional Showrax installation.

Other outstanding features of this prestige equipment include:—

- ☐ Boltless construction throughout
- ☐ Shelves and backs manufactured from plastic-coated, rust-resistant steel sheet
- ☐ Standard brackets instantly adjustable to horizontal and two sloping positions and at $1\frac{1}{2}''$ pitch in the height
- ☐ Standard unit sizes from 2' to 4' in 3" increments to utilize maximum space available
- ☐ Minimum space loss caused by upright structure ($2\frac{1}{4}''$)
- ☐ Shelves constructed from 6" and 9" panels giving increased strength, rigidity and adaptability
- ☐ Attractive up-swept canopy with clip-in commodity letters
- ☐ A wide range of accessories.

Countrywide planning and survey service. Complete and post coupon opposite for details and Catalogue.

Showrax is manufactured by SHOWRAX LIMITED

showrax



**NEW
Catalogue. Send
for copy now.**

To: SHOWRAX LTD., Tower Works, Northfleet, Kent
Please send me a copy of your New Catalogue and
full details of successful Showrax.

NAME.....

COMPANY.....

ADDRESS.....

Tel. No..... CD/167

Tower Works, Northfleet, Kent. Tel: Gravesend 4261

How does *your* shopfront measure up to modern requirements? *('Slimline' aluminium shopfronts get full marks!)*

1. Clean, stylish appearance with generous display area. (Score 5).

'Slimline' shopfronts are made from aluminium—light, but strong. No bulky mullions or frames to detract from your displays—the slender sections offer maximum glass area in windows and doors.

2. Maximum security. (Score 5).

'Slimline' windows are firmly dry-glazed with aluminium beads. Doors are fitted with the extra secure 'Adams-Rite' lock, with an additional lock in the transom if required.

3. Easy to keep clean. (Score 5).

All 'Slimline' doors and shopfronts are anodised in natural, gold or black finish. No painting ever—all you do is wipe them down!

4. Controlled and concealed door-closing. (Score 5).

'Slimline' doors have the Dor-O-Matic closer concealed in the transom, providing adjustable two-speed closing and a 'hold-open' device.

5. Draught-and weather-sealed. (Score 5).

'Slimline' doors are weather-stripped throughout with silicone-treated wool-pile.

A score of less than 25 gives you at least one good reason for installing a 'Slimline' aluminium door or complete shopfront! But, you say, what about the cost—and the inconvenience during installations?

Obviously, cost varies with each individual design, and your shopfitter will gladly quote you. As to the interruption to your trading: 'Slimline' shopfronts are built from standard extrusions and are largely constructed away from site. Installation can take less than a day!

Ask your shopfitter for full details—or write to us

Heywood-Helliwell

Heywood-Helliwell Ltd.,
Bayhall Works, Huddersfield.
Telephone: 26594.





Photographic section
of prescriptions
by, Flemons &
Marchant, Dunstable,
Herts.

Right: New
counterpoint-
equipped dispensary,
Flemons & Marchant,
Dunstable, Beds.



g baby foods and
iletries for men,
ough the bulk of the
rea is devoted to the
le of cosmetics.
here are two focal
oints. One is on the
ft approaching the
aircase, and the other along the adjacent rear
wall. Each is furnished with a glazed display
counter in front and Counterpoint wall units
behind. The sector on the left, which has
open display shelving, sells merchandise for
men, dental care and hair beauty prepara-
tions, etc., and scents and compacts from the
display counter. The Counterpoint wall units
in the rear sector are fitted with glass dis-
play cabinets for Coty, Max Factor, Innoxa,
Hardley, Dorothy Gray and Helena Rubin-
stein products.

SECURITY FOR THE PHARMACY

by Aubrey G. Driver

WITH drug addiction and illegal trafficking
undoubtedly on the increase, the problem of
special safeguards for the dispensary of the
retail chemist becomes a real problem. In
fact, from the shopfitting point of view

the pharmacy must now be protected as effi-
ciently as the jeweller's shop. Though the
National Pharmaceutical Union has advised
its members not to involve themselves in
capital expenditure on safeguards until the
Home Office has made known what its
security demands will be, there is every
reason for the chemist to acquaint himself
with the safeguards he may later have to
install. Already the chemist has found it
necessary in many situations to protect his
valuable window displays of cameras and
perfumes with window grilles or special
smash-proof "bandit" glass. Now it is addi-
tionally the pharmacy department's drug and
poisons stocks that are the target of the
criminals in search of easily disposable loot.

Figures quoted by the Home Secretary
(Mr. Roy Jenkins) in March (see *C. & D.*,
April 1, p. 307), showed that in four police
areas alone (London, Manchester, Lancashire
and Liverpool) a total of 134 raids had
taken place on pharmacies in 1966 and
that well over a quarter of a million tablets
had been stolen in the course of them.

Mr. Jenkins is known to be proposing to

obtain powers under the Dangerous Drugs
Bill, now before Parliament, to tighten up
considerably security in places where certain
drugs are held in stock. The exact means to
be employed are currently being discussed
with the Home Office by the National Phar-
maceutical Union and the Pharmaceutical
Society.

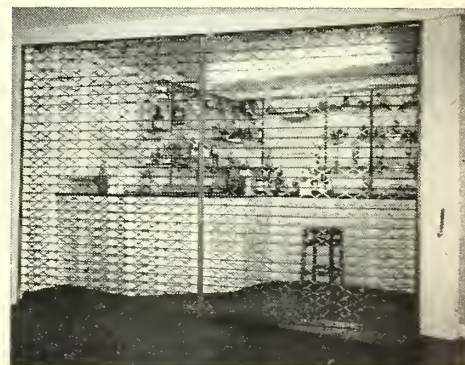
There are two main lines of defence. Either
the shop, both front and rear, must be made
thoroughly burglar-proof or else the dispens-
ing section must be specially protected to
form a keep or donjon as with the innermost
stronghold of a castle.

Dealing first with the exterior of the shop,
the chemist will find invaluable aid and advice
from the local police crime-prevention officer.
Naturally the locks and padlocks must be
of the best quality, and weak points, such
as skylights and rear toilet windows, guarded
by stout bars or grilles. If the value of the
stock warrants the expense, an electrical or
acoustic alarm system would be worth con-
sidering. It is worth remembering too, that
a really determined thief will not shrink
from cutting a hole through the glass of a
display window and thence into the shop
through the enclosure doors. In a well popu-
lated area that means of entry can be pre-
vented by strong rolling portcullis or vizor-
type grilles with a well lighted shop interior.
In a quiet street, it would be better to use
strong steel interlocking rolling shutters over
the whole shop front.

If the alternative method of safeguarding
the dispensing area only is adopted, a well
lighted shop interior is again essential. A
strong room is ruled out on the score of
expense, but several of the safe makers pro-
duce strong and effective small safes that will
contain and protect the drug-cupboard stock
in its entirety. Alternatively the whole dis-
pensing area can be locked within a strong
grille section designed to roll or retract up
and out of sight during business hours.

Haskins's steel portcullis grilles or Pollard's
retractable vizor grilles are alike suitable for
that purpose. Not only can they be securely
locked within their guides but they can be
wired so that any attempt to move them
triggers off an alarm signal, either local or
direct to the police.

Such installations are already in use in
many liquor stores and bars, and they pro-
vide a reasonably inexpensive method of pro-
tection. Their adoption for the pharmacy
seems to be suggested as a practical means
of foiling attempts on the drug stock.



Vizor retractable grill protecting a complete
area such as a dispensary (E. Pollard (Shop-
fitting), Ltd., St. John Street, London, E.C.1.)



INTERPLAN shopfitting for the Chemist & Druggist

FREE STANDING
ADJUSTABLE

INTERCHANGEABLE

QUICKLY ERECTED

COMPETITIVELY PRICED

FREE LAYOUT PLANS

LEASING AND
H.P. FACILITIES
ARE AVAILABLE

For details write to:

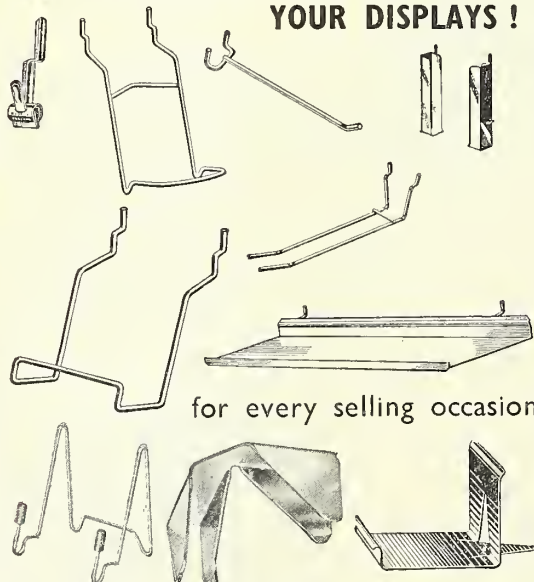
OLNEY BROTHERS LTD

BEDFORD STREET, BERKHAMSTED, HERTS.

Telephone: 5417-8

and SHOPFRONTS TOO

M*Y*E*R*S fittings for YOUR DISPLAYS!



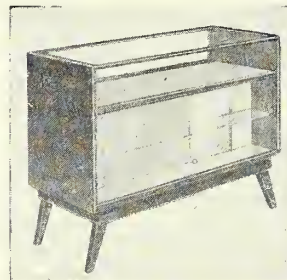
for every selling occasion

Write for details & stockists

M MYERS & SON LTD
OLDBURY · BIRMINGHAM

Phone 021-552 1302

MAUND & BERG SHOPFITTERS



No. 207

MODERN COUNTERS
for DISPLAY and STOCK

Ideal for photographic and cosmetic lines

12 DRAWERS AT REAR OF COUNTER

Doors of front showcase fitted lock. Sapele or Light Oak Finish. Black legs. 4ft. 0 in. long, 3ft 0 in. high. 1 ft. 8 in. wide.

£51 15. 0.

Delivered Free—England and Wales. (Mainland only)

Fully described in list sent on request.

We specialise in "Purpose Made" Counters, Fittings, etc. to your own requirements. Complete installations. Estimates submitted.

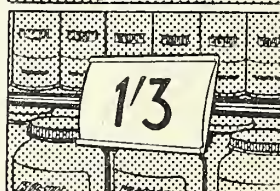
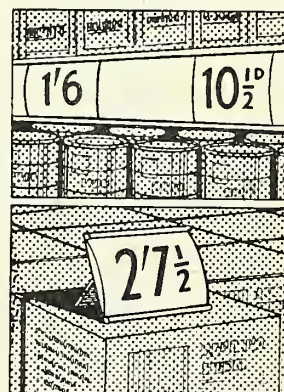
MAUND & BERG

175-9 OLD STREET, LONDON, E.C.1.

Telephone: CLerkenwell 1782 and 6750

Parking Meters at rear of premises

COMPLETE PRICE TICKET SERVICE



Whatever your method of trading—Self Service, Counter Service or Self Selection, Pentic have a system to suit. Shelf edge ticket rail, ticket holders for free standing, glass dividers, pegboard and spike tickets, etc., etc.

For modern, efficient and economical pricing—PENTIC is the answer

Send for our catalogue

**NORMAN PENDRED
CO. LTD.**

11a Gladiators St., London, S.E.23
Tel: DUNcan 4841

also at 1 Lister Place, Glasgow, S.W.2
Tel: Halfway 4331

CAL EXHIBITIONS SHOPFITTING

exhibition staged recently in Bristol by J. J. Williams (U.K.), Ltd., 30 Berkeley Square, London W.1, was one of a series for retailers in different parts of the country. The exhibition brought together a number of leading manufacturers who process the aluminium ingots of the company — one of the world's largest producers of aluminium — prepare, through numerous shopfitters who provide complete schemes for retailers proposing to modernise their premises and install new shopfronts. Messrs. Alcan's aluminium is produced from bauxite mined in the Caribbean and processed to extract alumina, which is carried in ships of an associated company in Canada for smelting. For United Kingdom consumers of the metal the aluminium is shipped as ingots to Avonmouth.

At the Bristol exhibition, pharmacists and chemists from an area including Bristol, Bath and Weston-super-Mare were able to see aluminium shopfronts that had been erected complete with single or double doors. The emphasis was on the way in which a complete shopfront can be removed and a new aluminium frame erected without interruption to trading activities.

Aluminium frames and fittings were on show on the stands of the eight national manufacturers who use Alcan material, while representatives of twelve Bristol shopfitters were in attendance to deal with retailers' individual problems. Contrasting photographs of old and new shopfronts throughout six countries were on display. On each day of the exhibition a talk on "Shopfront Presentation" was given by Mr. Sandy Ross-Donald (extrusions manager, Alcan (U.K.), Ltd.). It was illustrated with slides depicting the effectiveness and pleasing visual appearance of well designed shopfronts, in contrast with the dingy and unattractive appearance of many existing premises. The advantages of aluminium (no expensive upkeep; speedy installation; ease of cleaning whenever the safety glass is cleaned; no further maintenance costs after installation; tailoring to individual requirements) were described. Modernisation, as was pointed out, does not mean changing the whole character of a business. As, how-

ever, the exterior is the first impact the customer receives of the premises, it should favourably reflect its character.

WHAT COLOUR ON THE WALLS?

EVERYBODY today is becoming familiar with the arguments about the effect of colour and design on environment. Not many of those claims are based on science or observation, but reached empirically, the success of this colour or that design depending upon the viewer. There are, however, some "rules," of which the ones most frequently quoted are those which relate to the home, in which the main consideration is the effect upon the occupier and his guests.

In a shop, however, colour and design must perform two distinct duties. They must allow the goods on sale to be shown to best effect, and they must bring coherence to the shop and overcome the visual competition between goods of different shape, size and colour. As a consequence, individual preferences must take second place to the needs of the goods. The shopkeeper, therefore, is thrown back on the "rules."

Perhaps the main characteristic of the modern pharmacy is that the goods on sale are small in size and attractively packaged. Viewed on their own they present, whether "patent" medicines or toilet requisites, a somewhat "delicate" appearance in design terms. In general, therefore, the chemist's shop is not a place for fussy patterned wall coverings. Nor, considering the wide variety of package colours, is it a suitable place for vivid colours.

An important consideration in all questions concerning colour and design is the source and quantity of light, which materially affect the decision whether to use deep colours or restrict colours to the lighter and paler shades. Adequate light is an essential need in a pharmacy, in which small packages with, of course, even smaller printing are usual. Given that ample lighting the chemist can usually afford to risk deeper colours for his backgrounds.

One important way in which a chemist's shop is different from most others is in its "atmosphere." The chemist's customer is either out to seek comfort by way of a prescription or "patent" medicine, or in search of luxury in the shape of cosmetics or esoteric foods. That argues an atmosphere of assurance and discretion, an effort best achieved by plain colour. Pattern can be distracting and would thus compete with the multiplicity of goods on offer. If a dark colour is likely to absorb too much of the available light then neutral "warm" colours or pale muted pinks and greens would probably be best. Reds and blues in the deeper shades, or deep browns or greens, can also provide a backcloth that helps to show off the articles on display without losing the calmer, assured atmosphere essential to the chemist.

Contrasts may be achieved by a use of both dark and light shades, of course, and—according to the layout of the shop—contrast schemes not only add interest but provide opportunities for drawing attention to a par-

ticular range of goods. If the vote goes to contrast, one can afford sometimes to use a brighter colour—always assuming, of course, that the colours of the packages in front of it are not also bright. A sharp yellow, for example, would stand out well from a background that was not yellow or red but brown or blue.

The move towards self service has affected most types of retailers, not least the chemist. That development has brought its own problems of layout and design, colour being but one part of them. The problem in a self-service layout is to produce a logical traffic flow, to ensure that the customer does not "get lost," knowing instinctively where to turn for advice and service if it is needed. Colour can help here as well. The shelf areas would need to be in neutral shades, with the "service" area or cash area in something brighter. If dark shades were chosen for the main body of the shop, the "service" areas would employ lighter, brighter colours. The reverse system could be just as effective.

EXPERT ADVICE IN PLANNING

BY putting at the service of its members a pharmacy planning department (officer: Mr. K. E. Long) the National Pharmaceutical Union has given practical form to its encouragement to them over the past few years to modernise and replan their pharmacies. Where possible, advice is given by letter or telephone, but where the refitting of a pharmacy is involved the department considers that the best advice can be given only after a visit to the pharmacy, where the matter is fully discussed with the pharmacist and a site survey made. Normally the member is sent a questionnaire form to fill up, giving such details as time at which the change is intended to be made, extent of the modernisation (shopfront, interior, dispensary, etc.) and other information. From the survey the department prepares layout drawings of the pharmacy. When the layout drawings have been approved by the proprietor, competitive quotations are sought and obtained from the shopfitters best suited to carry out the type of work involved (or from a shopfitter of the member's choice). During its first year of operation nearly 400 members made use of the department, and a large number of layout drawings were prepared.

One of the first questions a member is likely to be asked when he calls in the Union's pharmacy modernisation executive is "If you put yourself for a moment in the place of a passer-by, is your pharmacy a place where you would go?" Indeed the proprietor is usually asked to walk out of the pharmacy, turn round and take a hard, dispassionate look through the eyes of an ordinary member of the public at his shopfront. "Would you be attracted to stop and look?" he is asked. "Would you feel urged to walk in and inspect the merchandise on display?" "Would you feel that you could have confidence in taking your prescription into this particular pharmacy?" "If you did not have to enter this pharmacy to take in a prescription, would you go in to purchase your other day-to-day requirements?"



Shopfront of Alcan aluminium at the pharmacy of J. J. Williams (Chemists), Ltd., 291 Gloucester Road, Bristol.

Reservations about the answers to any of those questions provide the starting-point of discussions about replanning of shopfront and interior layout. What is finally agreed is a plan combining the proprietor's wishes and intentions with N.P.U. advice based on available styles of fittings and current techniques of shop planning. Each scheme is tailored to the individual requirements of the N.P.U. member and it is he who decides on the nature of the service he wishes to establish and the image he intends to present to the passer-by.

When a visit to the pharmacy is required, a fee of £5, plus out-of-pocket expenses up to a further £5, is charged so that the membership in general is not asked to subsidise the members who use the specialised service. No charge is made for advice given by letter or telephone.

If the member proceeds to modernise his pharmacy by using the services of one of the shopfitters introduced by the N.P.U., the fee he has paid to the N.P.U. is returned. In addition, certain shopfitting firms allow discounts to N.P.U. members.

As every modernisation project carried out through the N.P.U. is followed up, as has been said, by a questionnaire, it is appropriate to let the last words go to the proprietors involved. The following is a fair cross section of the comments so far received:—

What has been the reaction of customers to the improvement of your pharmacy? 1. "A beautiful shop. Such a difference from your old premises — now we can see what you have got." No one has mentioned that we have lost tradition or that they would prefer the older image. 2. "Much larger — brighter — more pleasing. Didn't know you stocked . . ." More "impulse" buying has resulted. 3. Many compliments (including



QUICK CHANGE: A view of the pharmacy of P. D. Atherton, Ltd., Burnley, Lancs, fitted with E-plan shelving and fixtures. The refit was carried out by Bran Nicholls, Ltd., Wigan, in one day without loss of trade.

borough surveyor's). Some old people seem confused and liked the old shop best. 4. Two-thirds say more room, the rest did not like it. 5. "Great improvement, more floor space and better displays." 6. Refit appreciated by all, both in mode of presentation and ease of purchasing. 7. More elbow room and a lot easier to see stock available. 8. Fantastic, cannot think it was possible. 9. Universal approval; increase in turnover immediate; too early to give a percentage increase. 10. Very bright — many customers did not recognise us as the same shop, all very appreciative and plenty of congratulations on effort.

What has been the reaction of your staff to the change? 1. Staff found working conditions pleasant and easy; they are very happy to work in such clean and bright surroundings. 2. More dusting — more filling up — more room to move about. 3. All in favour. 4. Delighted. 5. Very welcome change making working conditions much more pleasant and efficient. 6. Glad it is all over. 7. Very proud and gratifying to be working under such excellent conditions. 8. Great enthusiasm. 9. Staff are enjoying their work and showing a lot of enthusiasm. 10. They like it; I think they are proud of their new shop.

BULMAN present



- Modern, sophisticated and yet flexible shopfittings for chemists and dispensaries.

Shopfittings—include free standing wall shelving with shelf sizes ranging from 6" to 21", individual drawer units, mirrored backs and wall showcases for cosmetics and photographic equipment. Gondola units can be supplied in 3', 4' or 4' 6", heights and a variety of counter units and showcases are included in our range.

Continuous canopy lighting is fitted above wall units behind either plastic or wood grain facia.

Dispensary Fittings—include adjustable drug storage shelving finished in clinical white, drug cabinets for compact storage, and wet and dry, dispensary work benches are designed with multi-drawer units, gravity feed bottle racks, cupboard units and laminated work tops for cleanliness and hygiene.

- A planning service second to none—carried out free by our experienced designers.
- A choice of twelve different colours and numerous trim wood grain finishes
- A 3-4 week delivery—and installation at any time of the day, night or weekend at no extra charge.
- Competitive hire purchase. Leasing facilities possible.

BULMAN (STORE EQUIPMENT) LTD., HALIFAX WORKS, ST. MARY'S LANE, TEWKESBURY, GLOS.

Telephone TEWKESBURY 2314 & 3123

let **Bulman** design your chemist shop

EDMONDS SHOPFITTERS

BIRMINGHAM 19
91 CONSTITUTION HILL
Telephone: 021-236-8351/5

LONDON, E.10
KNOTTS GREEN ROAD
Telephone: LEYtonstone 6466/7

ESTABLISHED 1870

INDEX TO ADVERTISERS

Alcan (U.K.) Ltd.	20
Bulman (Store Equipment) Ltd.	16
Counterpoint Store Equipment Co. Ltd. ...	17
Edmonds & Co. Ltd.	17
Heywood-Helliwell Ltd.	12
Maund & Berg Ltd.	14
Middlehurst & Co.	8
Myers, M., & Son Ltd.	14
Myers, S. I., Ltd.	5
Olney Brothers Ltd.	14
Pendred, Norman, & Co. Ltd.	14
Pollard, E. & Co. Ltd.	8
Savage & Parsons Ltd.	19
Showrax Ltd.	10, 11
Versatile Fittings (W.H.S.) Ltd.	2

Dispensaries are quickly and economically fitted by Counterpoint



Counterpoint are *the* specialists in complete Pharmacy interiors including *dispensaries* · Craftsman-made with superb quality and finish at a price you can afford · Quick and economical to fit—can be varied or adjusted at anytime · Flexible—all units are interchangeable · Ultra-modern in design to give maximum visibility in the minimum of space plus quicker, easier merchandise selection · Expert advice by a Pharmacy specialist offered free · Leasing and Hire Purchase facilities available.

Visit our showrooms: 243 Euston Road,
London, N.W.1. Tel: Euston 0071
Head Office & Factory: Eldon Wall Trading
Estate, Eldon Way, Hockley, Essex.
Tel: Hockley 2532



Counterpoint

Counterpoint Store Equipment Ltd., Eldon Wall Trading Estate,
Eldon Way, Hockley, Essex.

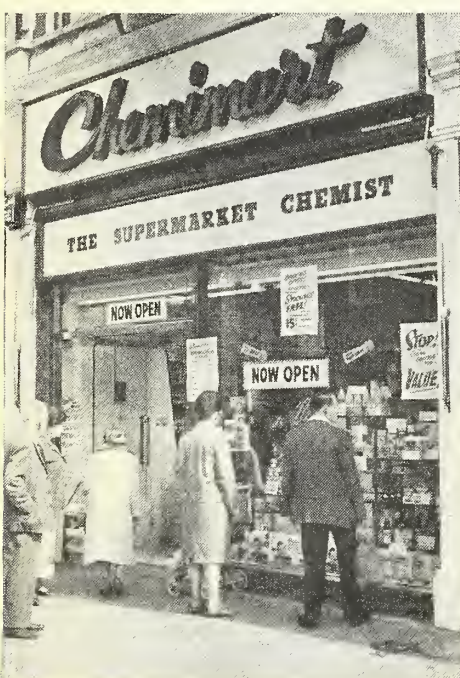
Please send me your brochure

FOR THE ATTENTION OF _____

ADDRESS _____

MR. FRANKLIN'S "LOGICAL STEP FORWARD"

NEWLY opened at High Street, Watford, Herts, Chemimart, owned by Mr. M. L. Franklin, has been designed, fitted and stocked on the same basis as a grocery self-service store. "My objective at this shop," he says, "is to recapture the business that we chemists have progressively been losing to self-service grocers. My other outlets (pharmacies at Stamford Hill, Tottenham, Edmon- ton and Potters Bar), are run on standard lines, and it will be interesting to compare their turnover figures with those of the self-



service operation. I estimate that turnover at Chemimart will be three times greater per square foot than at my other shops, with a much increased net profit."

Within the store layout is a special "dispensing unit." In compliance with the Pharmacy and Poisons Act, 1933, customers pay for medicines at the prescription counter but self-select their toiletries, proprietary medicines and other requisites from wall and island displays, paying for those goods at the two checkouts. A telephone connects the checkouts with the prescription counter for purposes of confirming that medicine purchases have been paid for there if the check-out clerk should be in doubt. Window dis-

plays feature reduced-price offers of such products as hairsprays, shampoos and sundries.

At the entrance of the 1,000 sq. ft. store, wire baskets are provided for customers. Along each of the outer walls run seven-shelf grocery-store units (50 per cent. less expensive than standard chemist shelving and regarded by Mr. Franklin as "100 per cent. more efficient"). Total length of shelving is 3,000 ft. Shelves are stocked with bulky items on the top tier of the wall units, with fast-moving brand leaders at eye-level for impulse purchase, slower moving lines and economy sizes on the lower shelves. Facings are given to products according to the proportion of the market each represents.

In the central area of the store are three large gondolas, providing space at both ends for promotional displays. Manufacturers' "merchandisers" assist Mr. Franklin in planning and building the displays. Three clerks are on duty at the checkouts. Four other assistants serve customers in the store.

Says Mr. Franklin "This is a logical step forward in retailing pharmaceutical and toiletry products. I feel that chemists must meet the challenge of other modern retailers. But the utmost care has been taken in my store to blend modern retailing practices, now well accepted by customers, with the ethical status that must be preserved in a chemist shop. My aim is to offer customers both—giving the best value I can by means of self-service, plus the advantage of special advice when it is needed."

A comprehensive range of stock is carried, since "the slow turnover of cosmetics — sometimes as much as two years — must be offset by stimulating the rate of sale of normally fast-moving products. . . . In this store I aim to increase the rate of turnover of heavily advertised brand leaders. By increasing the overall average turnover, I can reduce prices."

Above: Exterior. Top right: Main shopping area. Seven-shelf grocery store-type units line the outer walls. At rear is the "dispensing unit". Below: Check-out point. Medicines are paid for at the prescriptions counter, which is linked with the checkouts by telephone.



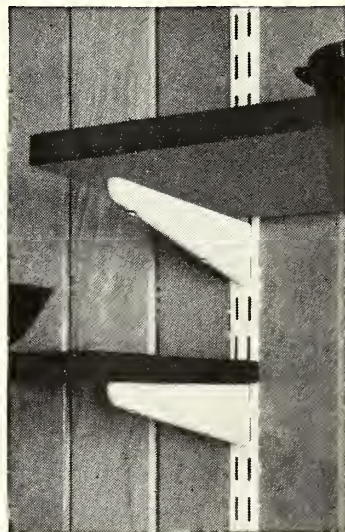
Thousands need us for ourshelves alone...

How about you?

Spur is the shelving system of all time. Precision made in high-grade steel, Spur is simple to install, easy to adapt to meet changing needs. Spur is modern in appearance, incredibly strong and ever-lastingly durable.

Whether the problem is support or display, Europe finds the answer in Spur. In shops, stores and supermarkets. In libraries and factories. In hotels, hospitals, universities, holiday camps and garages. Wherever there's a need for a shelf, there's a call for Spur.

If you are still without a complete set of Spur literature, you're missing something good. Don't ignore that coupon. Fill it in . . . Cut it out . . . Send it off . . . **Now.**



SPUR

TO: SAVAGE & PARSONS LTD • WATFORD • HERTS (TEL. WATFORD 26071)

Yes, I need you. Please tell me more about your shelves.

NAME _____ COMPANY _____

ADDRESS _____



Don't like cutting out complicated coupons?
Make it easier for yourself. Use the outer line.

SPUR

If you put an aluminium front into your shop over the weekend, what would Monday morning look like?



An aluminium front can be fitted into any shop in the space of any weekend.

We have just said something revolutionary.

It means that you could have a new shopfront—clean, tough, confident—without ever having to hang up the "Closed For Alterations" notice.

We hear tell that aluminium shopfronts have a happy effect on turnovers, too.

As much as a 25-30% increase is pretty normal.

Aluminium shopfronts. You choose the style. You choose the fascia. The only specification the shopfitter needs is a rough sketch of your shop.

And once it's in, your new frontage asks only the occasional taste of soapy water.

Write to us.

We'll tell you all about sprucing up your shop.

To say nothing of your Monday morning.

Please send me the information on aluminium shopfronts.

Name

Address



ALCAN (UK) LIMITED
C.D. Aluminium Canada House, 30 Berkeley Square, London, W.1

